

The PRODUCER

Vol. II

DENVER, COLORADO

No. 9

*Cooperative Range Ownership. J. G.
(Common use.)*



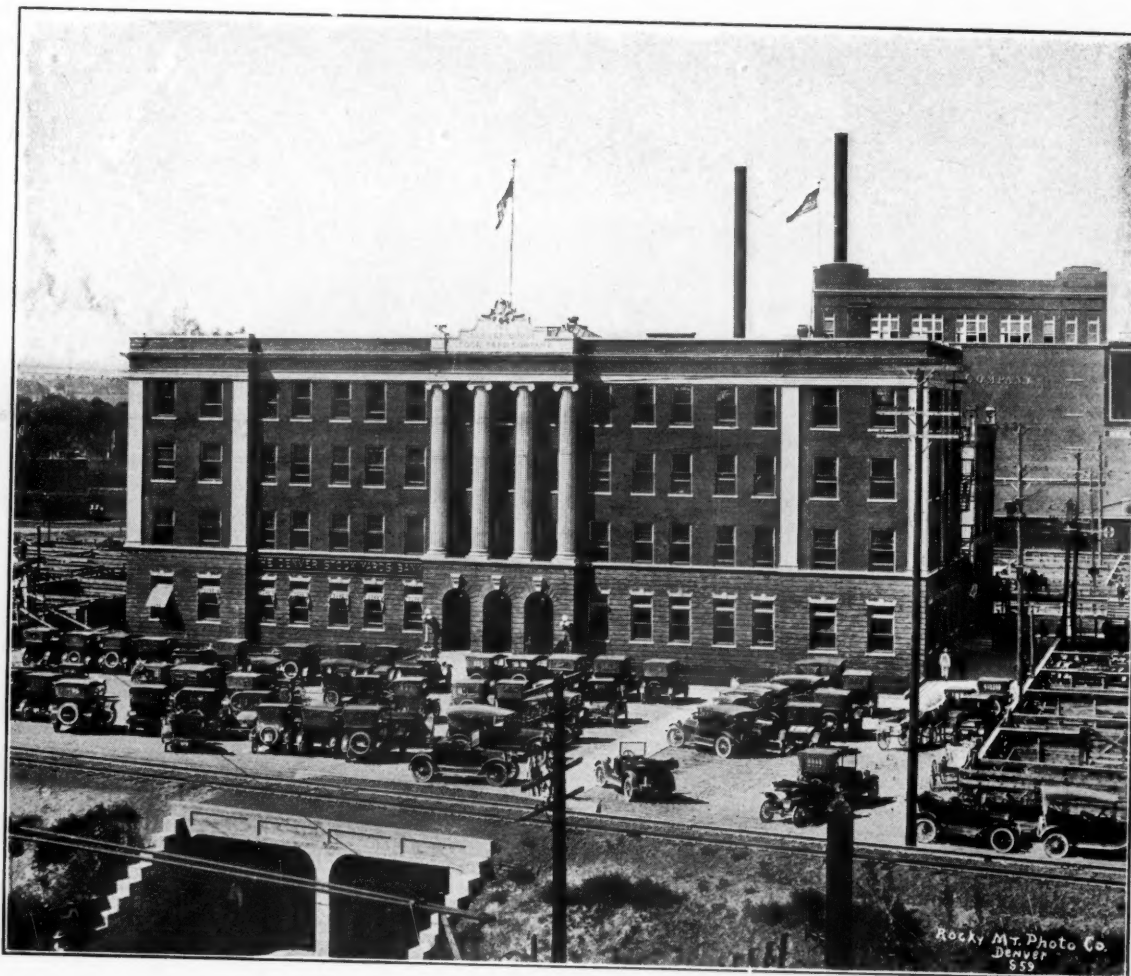
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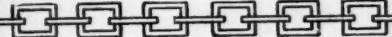


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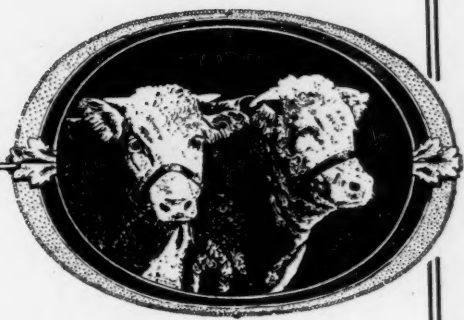
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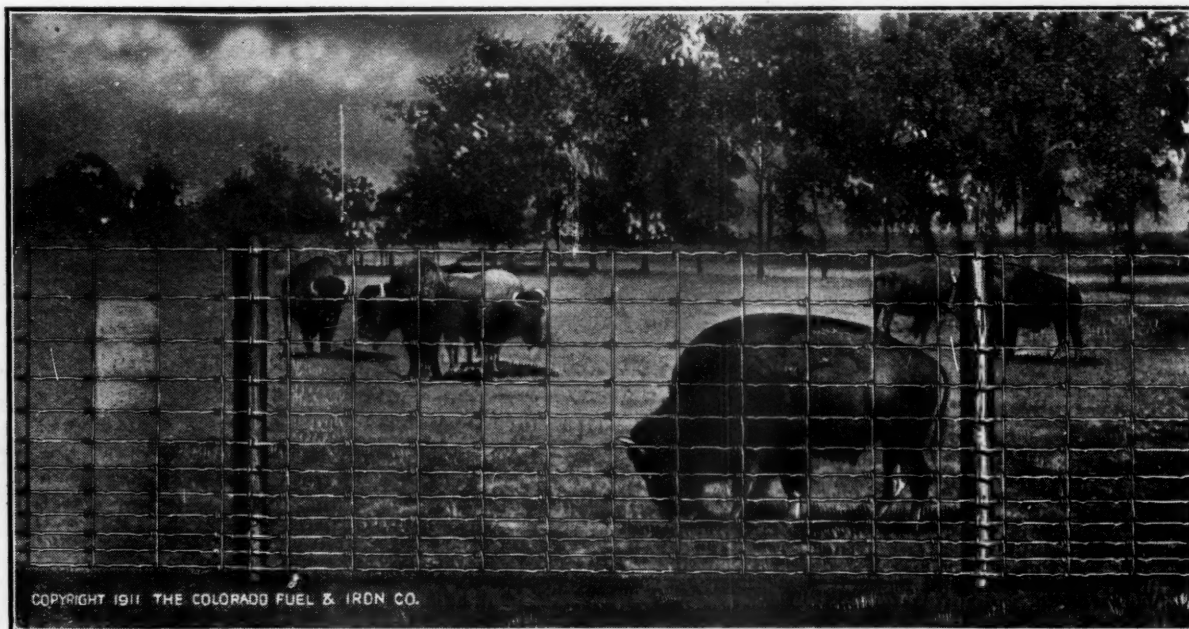
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THE GREAT WESTERN SUGAR COMPANY

GENERAL OFFICES—SUGAR BUILDING, DENVER, COLO.

THE PRODUCER

THE NATIONAL LIVE STOCK MONTHLY

Volume II

DENVER, COLO., FEBRUARY, 1921

Number 9

Co-operative Range Ownership

BY CHARLES A. MYERS

Knight, Wyoming

THE UPPER BEAR RIVER VALLEY, extending in a southerly direction from Evanston, Wyoming, to the base of the Uintah spur of the Rockies, and averaging about two miles in width, is a typical ranching community. Having an altitude of from 7,000 to 8,500 feet, its meadows consist mainly of the mountain grasses, although timothy and some of the clovers do well, and near Evanston it is possible, in favorable seasons, to raise two crops of alfalfa.

Originally every settler in this territory tried to get as much irrigable and as little range land as possible, because it was necessary to provide forage for the winter season, and the range was free; and also because our laws, framed mainly by men not conversant with western conditions, made it impossible to acquire the non-irrigable land on a profitable basis.

It should be further stated that this entire area lies within the limit of the Union Pacific land grant. When this land was placed on the market, it was possible to purchase the odd-numbered sections from the railroad, and such portions as could be irrigated were slowly absorbed by the settlers. Thus, through a process of evolution, a point was gradually reached where the ranches produced feed for about six months out of the twelve. The rancher's yearly problem might be likened to a wheel in which each month was a spoke. His ranch represented six spokes, inasmuch as he could feed and pasture his cattle on his own land from October 1 to April 1. The other six spokes were the adjacent range lands. The half-wheel that he owned was useless without the other part.

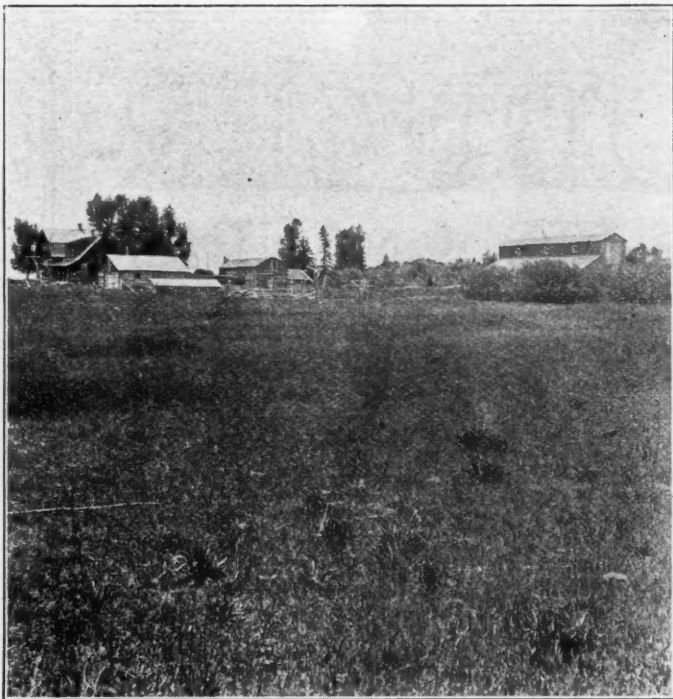
For about thirty-eight years both sheep and cattle have summered on our range, the sheep going to the semi-desert lands to winter. But the sheepmen had two crops a year—wool and lambs—and thus had more

money than the cowmen. As the need for range became more acute, the sheepmen were the first to come into a position where they could purchase the railroad grazing land. While this gave them only half the area, yet, through the addition of some state land grants, they were able in some instances to acquire solid blocks of territory. Hence it was perfectly natural for them to object to the cattle running on this land.

Things were looking rather dubious for the settlers. In most instances the home ranch and a comparatively small bunch of cattle were all they possessed. Their holdings were useless without the range, and no individual felt able to purchase one of the big sheep outfits. This was the general situation in 1912, when the cattlemen set to planning with a view to improving their condition. As a result, in June, 1914, the Hereford Grazing Association was incorporated under the laws of the State of Wyoming, for the purpose of taking care of their range interests.

The first act of the new organization was to buy an adjacent tract of land consisting of about 18,000 acres, at \$5 per acre. Later it acquired other small tracts that intermingled with or bordered on its holdings. In this manner the settlers came to own a practically solid body of land, ranging in width from two to four miles and having a length of about seventeen miles. This now connects their ranches with the Wasatch National Forest—on which, however, they have no permits at present.

In issuing the shares of stock, an acre of land was taken as the basis, giving the stock a par value of \$5. The smallest amount of stock bought by any one person was 665 shares; the largest, 4,000. The land was purchased on the deferred-payment plan—one-fifth down, the balance in four annual instalments; the deferred payments bearing interest at the rate of 6 per cent. In



GROUP OF RANCH BUILDINGS ON BEAR RIVER

passing, it might be of interest to note that every payment was made by the association when due, and that not one stockholder ever failed in a payment to the association.

As soon as this organization had become a "going concern," it was approached by a friendly sheep outfit, which had to cross its land to get from their lambing-ground to their summer range, with a proposition to exchange grazing privileges. This was readily agreed to, as the sheepmen owned 25,000 acres of land similar to ours. Later other exchanges were made, which, with the use of a little government land, has for the last six years given us access to about 150 sections of summer range.

At our annual meeting the stockholders elect five directors, who govern the affairs of the association for the ensuing year. A range foreman is appointed, who decides when and how the cattle shall be handled. Various committees are named, one of which is charged with the duty of seeing to it that the yearly exchanges of grazing privileges are fairly made, and another with counting the cattle and passing on the quality of the bulls going on the range. Only registered Hereford bulls of approved type are allowed.

Inasmuch as the shares of stock of the association are non-assessable, a small grazing fee is levied on the cattle to cover running expenses, taxes, etc.

One year ago the amount of land required to graze an animal was increased from six to eight acres; with the proviso, however, that if the stockholder held privately owned range land adjacent to the company range, this might be counted.

The query naturally comes to the mind of the prac-

tical stockman: Can any large acreage of range land be made to pay a profit at \$5 per acre? It figures out something like this: Eight acres per animal, at \$5, equals \$40; this, at 6 per cent, brings \$2.40. Taxes on eight acres this year amounted to 50 cents. It is rather difficult to figure a profit. About the only way it can be done is to say that the settlers did not pay \$5 per acre for the land, but \$1.50. The other \$3.50 they paid to stay in the "cow business," as their holdings of irri-gable lands were useless without range.

Looking on the other side of the picture, it may be truthfully said that our land is far above the average range land, in both quantity and quality of forage. The lower areas are a succession of gently rolling hills, where the cattle never have to go more than a mile for water, as there are dozens of never-failing springs.

Being open country, it is an almost ideal breeding-ground. The higher lands carry a much larger amount of forage, owing to the greater rainfall close to the main peaks, some of which rise to a height of more than 13,000 feet. None of this upper land is rugged, although some portions carry quite heavy growths of quaking-aspen and pine timber.

What will be the probable outcome of this enterprise? Very likely the purchase of more range land by the settlers, who possibly may run both sheep and cattle; for, as a Wyoming philosopher has observed, the only



TWO FEET OF SNOW THE FIRST OF APRIL

time that sheep and cattle positively cannot agree on the same range is when the sheep belong to one man and the cattle to another. Any practical western stockman knows that both sheep and cattle do better if allowed to roam over large areas. This is our main reason for trying to avoid restricted tracts, and as long as possible we intend to follow this plan.

In conclusion, let me say that we are glad that the



federal control of the range or the forest lands is not with us a burning question. The railroad land grant, the grants to the several western states, and the disgusted dry-farmer have united in placing us where, even if we have to pay more taxes, we are largely recompensed by the greater security of our holdings and by our freedom to breed any quality of cattle that we may fancy. While the cattle-raising business is at present sadly out of joint, in that it takes a cowhide to buy a pair of mittens and three of them to purchase a pair of shoes, yet we have faith that some day agricultural America will learn that its interests are common, and that through co-operation, and through that alone, we can reach our goal.

THE LIVE-STOCK BILL

[Washington Post]

AFTER MANY YEARS OF DISCUSSION, Congress is about to act decisively in the matter of asserting government control of the live-stock industry, including the packing industry. The Senate by a heavy majority has passed the Gronna bill creating a Federal Live Stock Commission and giving it jurisdiction over the live-stock industry in all its phases. The House is about to consider the bill.

There is at present no agency of the government adapted to assume jurisdiction over the vitally important business of meat production and distribution. The nation's health and pocket are closely affected every day by this business. The government cannot escape the duty of asserting control over it, for the reason that such control is the only alternative of possible gross abuse of the public welfare. The great interests now intrenched in the meat industry may not be organized for the purpose of accomplishing anything that is not fair and just, but the power they wield is too great to be left in private hands. Private business is organized for the purpose of profit, and any well-conducted business makes profit one of its prime objects. The pressure for making a good showing compels subordinates to forget other considerations, until a point is reached where well-meaning corporations may become agencies of public exploitation. At this point the only corporation belonging to the people—the government—must interpose its stronger arm for the people's protection.

The pending bill has been well discussed in the Senate, but if experience should reveal weaknesses in administration they can be remedied by supplemental legislation. The public interest calls for early affirmative action by the House.

The packers make very small profits, but know how to make both ends meat.—*Boston Shoe and Leather Reporter*.

In business "middleman" is a misnomer. He is on top, with one foot on the farmer's neck and the other on the consumer's Adam's apple.—*Toledo Blade*.

Address of President John B. Kendrick

At the Twenty-fourth Annual Convention of the American National Live Stock Association

THE HISTORY of the American live-stock industry during the past year is one not pleasant to recall, much less to relate. I fully echo the sentiment expressed by that noted authority on our markets, Mr. Poole, who in *THE PRODUCER* recently, in commenting on the present situation, said that it compelled an atmosphere of earnest, logical profanity. A year ago we had met discouragement; since then we have encountered disaster. A generation of men has come and gone since any industry has suffered such a succession of losses.

Our adversities have not resulted from the usual causes—speculation, lack of diligence, or inattention to details. They have been as unavoidable as they have been overwhelming in their effect. To thousands of producers they have meant long days and months of fruitless toil, sleepless nights, and, in the end, financial ruin, with the loss of the earnings of a lifetime.

Many other industries have been adversely affected. Through organized or concerted effort, however, they have succeeded in lessening the shock and lightening the losses by either partial or total suspension of the processes of production until their goods had been absorbed on a basis of cost of production. Whether from motives of patriotism or through hopes of profit, the live-stock producer, on the other hand, has proceeded with blind fidelity to purpose. The result is that the nation has been fed. But, while the cost to the consumer has undoubtedly been high, the producer has received less than 50 per cent of the cost of production—in many cases very much less.

Drought

Our troubles began with the unfavorable physical conditions occasioned by the drought which prevailed for a period of two or three years over the entire live-stock area of the Southwest. When relief at last came to this section, the drought, as by prearrangement, moved to a territory of similar size in the Northwest. The result was the total eclipse of almost the whole live-stock country west of the Missouri River, culminating with two winters—first one in the South and then one in the North—that were unparalleled for severity. A year ago the stockmen of the Northwest faced the winter utterly deprived of the pastures upon which they are so largely dependent in wintering their flocks and herds, and with a very limited supply of forage and concentrated feed on hand. The winter which followed was so severe and so destructive as to make the wintering of live stock under normal conditions practically impossible. Stockmen were forced either to ship in feed at prohibitive cost, or to transport their animals hun-

dreds of miles to the East and South, where the situation at the time was more favorable. In many cases, however, this movement involved a cost of wintering which equaled the total value of the stock.

But this was not all. Added to the enormous cost of wintering were the heavy toll levied in animals lost outright, the shrinkage in flesh and weight, the decreased percentages of calves and lambs, together with the innumerable other sources of loss and leakage which mark the ravages of an abnormally destructive season. The producers, after paying colossal freight and feed bills in an effort to carry their stock through the winter, were confronted with a situation in which they were compelled to dispose of their product at greatly reduced prices.

Imports and Exports

As bearing directly upon this question of reduced prices, it may be interesting to note here some of the facts in connection with our imports and exports of meat products. Actual figures available at this time (the best that I have been able to obtain under hurried conditions, but which I believe to be substantially correct) cover only the first ten months of 1920. These figures show imports of all meats and meat products to have been 151,559,000 pounds, as against 81,900,000 pounds for the corresponding period in 1919—or an increase of 85 per cent. Exports of all meats and meat products during the same ten months of 1920 were 1,514,010,000 pounds, as against 2,898,570,000 pounds in 1919—a decrease of about 48 per cent. Imports of beef and beef products in 1920 were 55,740,000 pounds—an increase of 16,245,000 pounds over those of 1919; while exports of beef and beef products were 220,800,000 pounds in 1920, compared with 357,877,000 pounds in 1919—representing a decline of 137,077,000 pounds. Mutton imports for the first ten months of 1920 were approximately 76,729,000 pounds—representing an increase of more than 1,000 per cent over the imports of 1919, which were only 7,154,000 pounds.

Here it might be noted that the number of cattle, sheep, and swine slaughtered in the United States during the first ten months of 1920 was 50,332,334 head, compared with 55,374,523 head during the same period of 1919—a decrease of 5,000,000. Statistics prepared by the Department of Agriculture, soon to be given to the public, will probably show a decrease of approximately 6,000,000 cattle at the beginning of January, 1920; which means that the total number of cattle in this country on that date was just about the same as the figures shown by the census of 1910.

Under ordinary circumstances the law of supply and

demand might well be expected to have its play. In the case of the live-stock industry, however, we are witnessing the unusual spectacle of a growing population, on the one hand—which normally would mean an increased demand for live-stock products at increased prices; while, on the other hand, we have a decrease both in numbers and in prices of live stock.

Wool Situation

Producers of wool have been confronted, not only with greatly reduced prices, but with an absence of markets at any price. As an alternative, many have chosen the plan of consigning their wool, receiving much less for it than one-half the previous year's value; and in a number of cases they have even been compelled to return a part of these advances to the firms or corporations to which the product was consigned.

One factor in the elimination of values has been the enormous accumulations of wool in other countries, which, because of the submarine menace and the absence of cargo space, it had been impossible to market during the war. The absence of credit and the impoverished condition of millions of people in Europe have now closed many of the natural outlets for wool, with the result that these vast accumulations threaten to deluge the markets of America, wiping out the domestic producer, who is without protection. The appreciation of the American dollar in reality represents a bounty of nearly 30 per cent to the foreign producer of farm and ranch products.

An interesting fact to note here is the advantage given by the freight differential in favor of the shipper from New Zealand or Australia over the shipper from remote interior points in this country. The great distance to consuming centers over which it is necessary to transport our products is one of the fundamental problems of production. The majority of these centers are in the thickly populated sections along the Atlantic coast, and it is true that wool, mutton, and other animal products coming into this country from Argentina, Australia, and New Zealand can be delivered on the Atlantic seaboard at a lower cost than from many of the interior points in this country. This not only means that the importer is without any restrictions, but actually gives him an advantage over the domestic producers to the extent of freight and other shipping charges. As illustrating this point, it is interesting to recall that frozen meat from Australia and New Zealand may be delivered at North Atlantic ports at \$36.40 per ton, while the combined cost of shipping live animals to Kansas City from the West, and of transporting the dressed carcasses from that point to New York City, is \$67.31 per ton—a difference of practically \$31. In the case of the importer of wool the corresponding difference is about \$15 per ton.

Increased Fixed Charges

Not the least of our difficulties has been the abnormal advance in the fixed charges involved in the

cost of production, the increased cost of labor, and the doubling of taxes. From my viewpoint, there are many glaring defects in the legislation passed by Congress providing for the return of the railroads to their owners. It seemed most inconsistent to increase to an unreasonable extent the freight rates of the country at the very time when declining prices on many products of the farm already made shipment of such products next to impossible. It was unfair to grant the railways immunity against loss while leaving every other industry to take its chances. It was illogical, for the reason that, as you remove the element of risk from an industry, by that very fact you eliminate from it the spirit of enterprise—the most essential factor in the successful operation of any business. The cost of feed en route to market involves both war and famine prices. On a recent shipment of cattle belonging to me the prices charged for hay were from \$40 to \$58 a ton; and this with thousands of tons of hay along the track that can hardly be sold for the cost of cutting and stacking! Will anybody contend that there is even a semblance of equity in such a situation; or that, under present conditions, there is anyone possessing authority to speak for the shippers, or the patrons of the markets, in the correction of such abuses? Finally there are the advance in yardage and the increase of nearly 100 per cent in commission charges.

All of these things, wholly arbitrary in character, represent an aggregate advance of from 50 to 100 per cent in cost of production, in spite of the disastrous decline in the price of our product, which is already lower than that of pre-war times, and evidently is still on the toboggan. As an extreme case illustrative of this situation I may mention a recent shipment of sheep from Wyoming, in which the cost of movement, freight, and other charges involved in transportation and sale amounted to \$3,224.66, while the gross receipts were \$3,878.11; making the net amount received by the owner only \$653.45, or slightly over 32 cents per head.

Remedies—The Tariff

In the face of such disasters, where are we to find even a partial solution of our problems?

Manifestly there should be, at the earliest possible date, an import duty imposed upon agricultural products, sufficient, at least, to offset the difference between cost of domestic production and cost of foreign production. Some day experience will compel us to realize that the tariff question should be forever eliminated from politics. Whether such a duty be levied for the purpose of protection or for revenue only, it should be done scientifically, with due regard to the welfare of the general public as well as to that of the industry involved. If it is economically sound to impose a tariff on manufactured articles for both protection and revenue, it is equally sound to give the same consideration to the products which constitute the very

basis of our national wealth—the products of our farms and ranches. As the industries of our own land must now face the problem of increased taxes to meet the enormous obligations incurred through the war, let us insist that every industry of a foreign land which shares in the benefits of our markets be likewise required to share in the privilege of paying taxes.

Increased Credits

As it looks now, one of the remedies for the present situation is provision for increased credits, wherever it is possible to provide such credits in a way consistent with sound financial policy, for the purpose of assisting in the production, as well as promoting the exportation, of our products. The other day there was passed by both houses of Congress a measure rehabilitating the War Finance Corporation. It is hoped that this legislation may prove helpful, not only to the extent of the funds actually provided, but still more through the encouragement given to individuals and corporations that are extending financial aid to the movement of export products.

This plan of providing credits might well include—and, I think, should include—an amendment to our present law by which men producing live stock on small farms and ranches could secure credits covering a period proportionate to that required in the process of production. As an illustration, today the longest term for which a bank loan can be obtained on live stock is six months; whereas the process of production of cattle extends over a period of three years at the very least, of sheep over a period of from one to two years, and of swine over a period of from a year to eighteen months. Live stock consumed as food not only forms a sound basis of credit, but is a liquid form of asset and, generally speaking, provides a very desirable kind of security. Nothing, in my judgment, would give greater impetus to the production of live stock at this time than a change in our laws which would provide a sound, rational system of financing that would extend, to small producers at least, loans in limited amounts of the character suggested.

Lost Opportunities

As we consider the benefits to be derived from an increased outlet for our products, we are reminded that at the signing of the armistice there was a demand in European countries for every bushel of grain, every pound of meat and live-stock products, every piece of machinery, and every yard of fabric employed in ordinary clothing, which we held as a surplus or could produce. The necessity of promptly re-establishing our diplomatic relations, and through them our trade relations, with these countries became apparent to every man with any vision as to the needs of business. To the people of this nation the door of opportunity stood wide open. With the greater part of Europe completely devastated, and with production wholly or partially suspended in some of her thickly populated centers

over a period of four or five years, there existed an enormous shortage of all the necessities of life—things which we had in abundance and to spare.

In my address a year ago I pointed out the shortage of live stock, and of meat and meat products, in foreign countries, as well as the urgent need of, and demand for, these things. The opportunity came to us, had we promptly concluded terms of peace and proceeded with diligence, to keep an uninterrupted flow of our products going out to the countries which were in urgent, and even dire, need of them. This nation had emerged from the war without even a scratch on its financial structure, and with its processes of production more highly developed than ever before in its history. Being, as it had become, the creditor nation of the world, there was afforded it such a chance as comes to a people only once in a hundred years. We could, and should, have continued to enjoy the prosperity that was ours during the war, and even added to it.

The long-drawn-out controversy over the ratification of the Peace Treaty and the readjustment of our foreign relations, with the resultant demoralization, and even destruction, of our trade relations, stands as an eloquent monument to the fact that the politicians in Washington have been, like Nero, "fiddling while Rome was burning."

Just before the close of the war I recall having made a speech at Kansas City in which I said: "The plan of reconstruction will soon be coming on, and our industry must elect either to become a part of that plan or to become its victim." It is easily seen now that we have become its victim.

The lamentable fact, in connection with the present situation, is that, taking the world as a whole, there is no scarcity of foodstuffs; it is only a question of distribution. While we in the United States have a superabundance, with a very limited demand, there are great areas across the sea with teeming millions of people who are actually starving. It does seem that it ought to be possible for twentieth-century initiative to devise a more economical method of world-wide distribution. There is a vital need for some improved system of storage, marketing, and distribution by which the abundance of bountiful seasons in some parts of the earth may be made to serve famine-stricken sections elsewhere.

As we turn our attention to relief measures, it is difficult to avoid a feeling of resentment at a situation in which, in the readjustment of values, the burden of loss must first fall with crushing force upon the producer before he is justified in making an effort to scale down his costs. It seems inevitable that the products of the farm and ranch must be the last to share in a general advance of values occasioned by war or any other influence, and the first to suffer a decline in a period of reconstruction. The problems before us involve the adjustment of the cost of labor, of implements, and of everything else entering into the process of pro-

duction, commensurately with the value of the things we sell. Not the least important of these costs is that of transportation, together with the incidental cost of marketing. All of this means a return to reasonable freight rates; reasonable prices of feed in transit; reasonable commission charges, yardage, and other costs.

Markets

Of all the difficulties that beset us in the process of production, the most important is the problem of markets. It is entirely fitting at this time to touch upon the question of legislation designed to bring about reforms in our marketing system. It was here, in the city of El Paso, five years ago, that this association by proper action provided for the appointment of a Market Committee to investigate market conditions, with a view to effecting, if possible, any necessary reform. That committee will render to you a detailed report of its work. Suffice it now to say only that the intervening years have been a period of earnest, and even intense, effort—first to secure, through congressional action, an investigation of abuses existing at our markets, and after that to obtain legislation which, as we believe, is calculated to correct these abuses. The work of your committee is a matter of public record, with which every member of this association should familiarize himself, as it vitally concerns us all.

It is sufficient for me to say here, as one who has been associated with the activities of that committee, that it has proceeded at all times with diligence in an effort to determine the facts, and with as much discretion in proposing measures of relief. It has not at any time sanctioned the demands of the radicals, nor has it sympathized with the do-nothing policy of the reactionaries. A careful scrutiny of the unselfish, painstaking work of its members will convince any unprejudiced person that they have adhered to the spirit, as well as to the letter, of the instructions given them by this association five years ago. Theirs has been no easy task. And, in spite of the fact that their efforts have not been fruitful in securing the ultimate aim of federal legislation, there can be no doubt whatever that they have accomplished great results—if in no other way than through the publicity given to the actual situation, and the actual abuses, existing at our markets.

In this connection let me say that this is not the first disclosure of such abuses. It is only a confirmation of the facts that have characterized the situation from the establishment of the markets until this day. It is unnecessary to remind you that every effort made by your committee, both in securing its data and in providing relief, has met with stubborn resistance—such resistance as can be yielded only by the strength of perfect organization and the unlimited use of money.

Largely as the result of the work of your committee, the bill providing for the supervision of our great live-stock markets is now the first order of business on

the calendar of the United States Senate, and by unanimous-consent agreement will be voted upon not later than four o'clock on the afternoon of January 24. It is not my purpose here to discuss in detail the provisions of this bill, but only to touch briefly upon one or two facts that have heretofore escaped attention. The measure has been greatly modified by its friends; and I need hardly say to you that every change made has had for its purpose the elimination of some provision which, it was feared, might prove detrimental, or perhaps only disturbing, to the market agencies.

The authority for legislation is based, in part, upon decisions of our courts decreeing that stock-yards are instruments of interstate commerce, in that they certainly are clothed with a public interest, affecting, as they do, favorably or otherwise, the whole nation's food supply; and, in part, upon the further fact that it is now almost universally conceded that these great markets are in reality public utilities.

Whatever may be said in favor of the markets, there is now, and has always been, a feeling of distrust with reference to their methods. From my point of view, the fundamental need of legislation, and the one thing that more than any other is responsible for the almost universal suspicion regarding the methods under which the markets are conducted, is this fact, which has been generally overlooked: Every agency connected with the markets is highly organized within itself, save and excepting one, if that may be called an agency—and that is the unnumbered host of patrons who unquestionably constitute the principal pillar supporting the whole structure. No one will deny that the great packing-houses are fairly well organized. We have information to the effect that the scalpers and traders at the yards possess an organization. We hardly need be told that the stock-yard companies, both through concentration of control and through efficiency in increasing the cost of yardage, are protected by organization; while, as for the commission firms, they have their local exchange in each of the yards, and are still more highly organized for their mutual protection through a national exchange. The facility so frequently displayed by these exchanges in increasing the commissions, besides other evidence, indicates at least a reasonably effective organization. Even a superficial study of the rules of these organizations discloses the arbitrary conditions under which they do business. Under these rules the element of chance or risk, so far as the agencies are concerned, is largely eliminated. The one man who must continue to take his chances, in competition even with his next-door neighbor, is the patron of the market.

Whoever has given any thought to this question of markets must needs be struck with the absurdity of a situation in which the man who pays the bills supporting this entire structure is not even consulted as to the rates which he must pay. A little while ago, in discussing commission charges, a live-stock paper at one of the

markets asked the question: "Why should the patron of the market be consulted as to the commissions he would pay?" I know of no reason why he should be consulted, unless he objects to taxation without representation. Of course, our commission firms assure us that their charges are entirely reasonable. But, unfortunately, in passing upon the correctness of such statements, the patrons are in much the same position as the man who was asked as to the integrity and truthfulness of his neighbor, and who answered that the only difficulty with his neighbor was that, when he wanted to feed his hogs, he had to get somebody else to call them for him.

With all the market agencies highly organized, each in protection of its own interests, and with the lack of organization characteristic of the multitude of their patrons, there is not only apparent, but real, inequality of opportunity. And that in itself, without regard to the integrity of the markets, is conducive to distrust and suspicion. All of which compels the belief that the first fundamental condition for an understanding is the establishment of a disinterested agency which is to speak, not for one, but for all the agencies at the yards; not to interfere with the practical management of any business, but to insist upon reasonable charges, equal opportunity, and fair dealing all around.

It is needless to say that there is no malice behind this movement for market reform. It is a war on methods and not on men. Its primary purpose is to promote good understanding where there is now only misunderstanding. In the light of these facts, we are unable to see any other ground for the spirit of opposition on the part of the market agencies than a dread of publicity. It is significant that, in spite of the many open and public protests made in former years by commission men against the abuses at the several markets, but one here and there has stood with us in our efforts to secure corrective legislation.

The intent and purpose of the proposed legislation, as I have before stated, is to establish an agency, in the form of a commission of three men, to supervise, not the different business institutions at the stock-yards, as has been so often and so wrongfully asserted, but the methods under which the transfer of values—or, in other words, the trading—is conducted there. We ask for government supervision, not as a step toward, but as a step away from, government ownership. And, in the very nature of things, it is but logical that those who favor government ownership and those who contend for government supervision should occupy opposite standpoints.

It has been contended that there is no more need of regulating this industry than of regulating other lines of business. This contention is not, in my judgment, supported by the facts. As heretofore explained, this business is in a class by itself. It has no parallel, either in the volume and value of its transactions, or in the methods under which it is conducted. The concentration of control in a few hands, the highly perishable

character of the product, and the heavy fixed charges involved both in the movement to, and in the maintenance at, the market, leave the producer at the greatest possible disadvantage. When he has once consigned his product he must sell, and sell without delay.

To any sober-minded person it is unnecessary to point out that market supervision is not by any means solely in the interest of the producer. The matter of food supplies is a vital one to the consuming public; and manifestly nothing can more safely be depended upon to contribute to a dependable food supply than an assurance of just treatment and fair compensation to the producer in the disposition of his product.

Those who oppose this legislation display unusual ability in changing front according to the market situation. When the market is high there must be no agitation, because it will affect prices adversely. When the market is low there must be no further agitation, because it has already resulted in a ruinous price. Every such argument but proves that, if these statements were true, it would only be additional evidence that somebody ought to assume to speak in the premises. It would be easy to understand how anyone could object to radical legislation—to legislation that would penalize, or unnecessarily interfere with, a legitimate industry; but, in the light of the forty years of clamor against the unfair practices and the irregularities at our great market centers, it is impossible to comprehend how anyone can oppose reasonable legislation calculated to bring publicity, and with publicity undoubted confidence, in this vital matter. There are many sound reasons why a government should not prove efficient in the conduct of any line of business; but one of the primary functions of government is admittedly to establish and maintain justice and fair play between all individuals in all lines of business.

Organization

Summarizing, we find, among the problems confronting the live-stock industry: impossible cost of production, of transportation, and of marketing; absence of satisfactory financial accommodations or of an adequate system of credits; unequal and unfair foreign competition. Some of our problems have grown out of, or have been imposed by, the influences of the war; others might easily have been modified, or even entirely corrected, through organized effort.

Never in the history of this industry has it faced problems more difficult of solution. And, as these problems are national in scope, it is evident that no relief may be had through individual effort. If we might have avoided some of our present difficulties by effective organization, it is equally true that nothing like ready relief can be secured without organization. According to the best information available, the live-stock industry of this country represents a larger amount of material wealth, and less organization, than any other of our great industries. It has many associations, but next to

no organization. Such organization as it has renders more substantial service, and receives less support, than that of any other industry. You all know and understand the impossibility of securing financial aid to carry on the work of an association that is directed by its executive committee; and yet it is not too much to say that for every dime paid into the treasury of this organization its returns in benefits amount to dollars. Within the past few years the American National Live Stock Association, aided by the Texas Live Stock Association and other state organizations, has saved the shippers in this country millions of dollars in freight. And it was largely through lack of co-operation and concert of action that the recent unreasonable increase in freight rates on live stock became effective.

The influence, for or against legislation, that may be exerted in Congress by strong, concerted effort on the part of an organization speaking for an industry is a thing well known to every congressman. The difficulty with our organization in the past has not alone been lack of financial support; it has also been failure to support with our moral influence the efforts of those whom we have chosen to represent us. As an illustration, we may recall the spirit of determined co-operation manifested by the members of this association at its last meeting in this city, five years ago, when it selected a Market Committee to investigate the conditions in the markets and to propose remedies for the correction of certain abuses existing there. Does anyone within the sound of my voice have any doubt whatever about the successful enactment of legislation long ago, if the spirit of co-operation shown then had been sustained for any reasonable length of time? We all know the record. Instead of continuing this co-operation, the interest was allowed to lag. Many of those who had supported the movement—apparently in good faith—had, like Saul of Tarsus, a revelation and changed their fronts. Through the distraction and influence of personal affairs, the enthusiastic supporters of the campaign of reform either lost interest or failed to manifest even a sympathetic attitude toward those to whom they had delegated a very great responsibility.

As one of those who, from that day until now, have been proceeding under the mandate given by you, I have found much food for reflection in regard to this question of organization. Without hesitation I declare that we, as representatives of the live-stock industry, ought either to provide for ourselves a strong, forceful organization, given whole-hearted and undivided support, not only financially, but morally and spiritually; or we ought to disband entirely any form of association. As it is today, our efforts are futile, and hence are rightly subject to the scorn of our enemies.

Please do not misconstrue my attitude. I am a strong believer in organization. I realize its importance at this time more than ever before. There is work

—an abundance of work—for us to do. Not only are there necessary reforms to be achieved, and which can be achieved only through organized efforts; but the very life of a great industry is at stake. In my opinion, ours is the most worth-while of all the industries on the face of the earth. Our responsibility in protecting and saving this industry is not confined to our own interests. It is equally important that we make its future secure for the benefit of those who come after us. It is an industry whose traditions date back beyond the days of sacred history. It has been transmitted to us by untold generations of strong, virile, liberty-loving men; each of which generations, by its energy and undaunted spirit, placed the growing of live stock on a safer and more honorable basis than the one which preceded it. The question now is: Shall we, too, render some distinct service by placing this industry on a still higher plane—an industry which affects intimately and vitally the welfare of 105,000,000 people?

An orderly solution of the problems relating to our markets would not only bring material benefits to every branch of the industry—producers, commission men, packers, and consumers—but would raise the whole industry to a higher plane than it has ever occupied before in the history of the nation. This is now recognized as a big task. Our failure to meet and discharge our obligations will affect adversely, not only our own industry, but the entire social and economic structure of the country. Still further to delay a satisfactory settlement will only increase that spirit of unrest and defiance of the law which has no rightful place under our form of government.

The road to reform is not a paved highway of unlimited excursions. It is more frequently a long and difficult trail of lonely and discouraging effort. With all due allowances for half-baked theories, it too frequently happens that the man who proposes any kind of advancement is characterized as a senseless agitator. It might not be amiss to remember here that it was an organized group of senseless agitators who compelled King John of England, at Runnymede, to attach his signature to the Magna Charta—the foundation on which all the increasing liberties of men have been founded from that day until this. It was no doubt a similar group of organized agitators who won independence from King George of England, through which act was established the greatest republic of free people of all times.

Without malice toward the organized agencies at our markets, without prejudice in favor of the unorganized producers of live stock, let us here reconsecrate ourselves to the task of effecting such changes in our market system as are necessary to apply for all time the principles of justice and fair play; not in order that there *may* be, but in order that there *must* be, better understanding—without which there cannot be orderly progress.

A British Report and a Packer Note

AT A BANQUET given by the Chamber of Commerce of El Paso to the officers and executive committee of the American National Live Stock Association on January 11 last, Mr. M. W. Borders, general attorney for Morris & Co., delivered an eloquent address in which the keynote was "Danger!" He pointed out that a critical situation confronted the live-stock industry by the threatened closing of the European markets to our products, and that the present is a time when, more than ever before, it is expedient for the producer and the packer to stand together—to join hands in combating the common peril. At the close of the evening's entertainment all the departing guests were handed at the door two printed documents. One of these is a report issued by the British government, and is entitled "Interim Report on Meat Prepared by a Subcommittee Appointed by the Standing Committee on Trusts." The other, which was wrapped round the British report in such a way as to expose the heading in large capitals, "Startling Export Situation," is further described as an "Explanatory Note on a Report on Meat Recently Filed and Now Pending before the Parliament of Great Britain." It is addressed "To the Live-Stock Producers of the United States" and signed by the Institute of American Meat Packers.

The whole subject is one of such vital importance to the industry that we need not apologize to our readers for devoting some further space to it, in addition to the comments and extracts appearing in our January issue—in an attempt to ascertain what are the findings and recommendations of the British report, and how much is explained by the "Explanatory Note."

The fact that first impresses us is that, while we were led to believe that we should find disclosed here a well-considered plan for the exclusion of American (United States) meat from European markets, what we do find is that there is little mention of such a danger in the "Explanatory Note," and that that little is not founded on the language of the report. What we do find in the "Explanatory Note" is, in effect, a thesis which may be stated as follows: "The American packer has been, is being, and will continue to be unfairly treated by the British government; and all this is due to the report of the Federal Trade Commission." The "Explanatory Note" is, in fact, a bitter attack on the Federal Trade Commission and on the Gronna bill, with incidental references—mostly incorrect—to the British report.

A few examples will suffice. The "Explanatory Note" says:

A subcommittee was then appointed to look into this question [of the American Meat Trust], and particularly to devise ways and means for Great Britain to defend herself against this threatened monopoly and to obtain her meats from her own colonies and her own dominions and South America, where Eng-

land operates a plant, the Las Palmas, and where Englishmen have large packing interests.

This is a fairly liberal paraphrase of the "Terms of Reference" for the subcommittee, which were as follows:

To investigate the question of trusts, combines, and agreements affecting prices in connection with the meat trade (including hog products), so far as they affect the British consumer.

The "Explanatory Note" says: "The English report was based largely upon the report of the Federal Trade Commission." Setting aside the inherent absurdity of the claim that a report on the English meat trade could be based largely on the American report, it is evident from the English report itself that it is based on the examination of witnesses (forty were heard on the beef and mutton trades alone), and on studies of "the reports of previous committees, more especially those of the Departmental Committee on Combinations in the Meat Trade which sat in 1908-9, and of the Inter-Departmental Committee on Meat Supplies of 1918." Several quotations are made from the earlier of these reports, which was given to the world five years before the Federal Trade Commission came into existence (September 26, 1914).

The "Explanatory Note," after quoting in full paragraphs 16 and 18 of the British report, says: "There is no mistake about this language. England does not ordinarily go on public record in advance to this extent." There *is* a mistake about the language, and the mistake has been made by the compiler of the "Explanatory Note," who has understood that a policy of subsidizing colonial meat production has been recommended, whereas the contrary is the case.

On the next page the note says:

In paragraph 9 this report states that information has come to the committee that there was a possibility of the American packers developing a packing-house business in the Irish meat trade, and the report is to the effect that, "*if these projects are successful, their progress will have to be very carefully watched.*" You know perfectly well that this is simply a warning and notice to keep out of Ireland.

We know nothing of the kind. We know that it is a warning to guard against monopolistic practices, or, in the words of the context, "a serious intention on their part to capture the home-killed trade of the United Kingdom or to reduce British butchers to a state of dependence."

The "Explanatory Note" says, in column 3: "You will observe from this report that the English committee recommends four things;" and in column 5: "any one of which will at least greatly cripple the American business in England." These are the four things, according to the note:

(1) *To subsidize the farmers and producers of her colonies and dominions.*

This is distinctly *not* recommended; the suggestion is mentioned to be rejected.

(2) *Government control of Las Palmas plant in South America.*

This plant is now under government control, having been taken over as a war measure. Continuance of that control is recommended "so as to afford a means of watching development of cost and price movements." It is "an observation post in the very center of the American meat companies."

(3) *English control of shipping space.*

The control of insulated shipping space is already in English (not government) hands. The recommendation is that steps shall be taken to "prevent the diversion of meat supplies from the United Kingdom and the wholesale transfer of British insulated shipping to foreign ownership."

(4) *Additional taxes on the American packers.*

This is unfairly stated. The recommendation is "that steps shall be taken to insure that foreign meat companies should be subject to the same basis of taxation in this country as the British meat companies."

The actual recommendations of the British committee are six in number. The "Explanatory Note" reduces them to four, one of which it has invented. In the British recommendations there is not a word about subsidizing colonial production. One of those omitted is as follows:

That in any legislation which may be contemplated for the purpose of dealing with trusts and combinations there should be provisions for dealing with the form of co-operation, which we believe to exist among the American meat companies, and for the investigation of complaints against these companies, and that the utmost publicity be given to their methods of business.

Substitute the word "Chicago" for "American," and this might be quoted from a resolution passed by any live-stock or farmers' organization in this country. It is evident from this recommendation, and abundantly so from the body of the report, that the American meat companies practice a form of combination leading to a division of territory and an apportionment of retail shops, and which reduces competition to a mere appearance.

It would be impracticable in the space at our disposal to point out all the inconsistencies of the "Explanatory Note." It is of greater interest, and of much greater importance, to give the exact words of the "Summary of Findings" of the British subcommittee in respect of the American meat companies. It will be seen that the attitude of the British government is defensive, not offensive. They are concerned to guard their public, not against American meat, nor even against the American packers, but against monopolistic practices in the meat trade:

AMERICAN MEAT COMPANIES

(a) There is at least a tacit understanding between the American meat companies to respect each other's position, which secures to them all the economic advantages of an active combination, and all questions affecting the strategy of the trade as a whole are settled in conference between the heads of the businesses in Chicago.

(b) While the trade is of opinion that it is impossible to control prices at Smithfield for more than a few days, the American companies have attempted to fix a minimum price for meat up to a particular hour of the day; they have regulated the quantities of meat which were to be put on the market weekly, and it has been their practice to fix the prices for their country sales on the basis of the London prices.

(c) No complaint was made of unfair trading on the part of the American companies beyond severe cutting of prices for the purpose of developing trade or clearing surplus stocks. Complaints were made that the River Plate meat companies (British, American, and Argentine) had been in a preferential position under control compared with British traders in home and colonial meat, but this was only a temporary incident of war conditions.

(d) The share of British trade held by the American companies has increased, and this development requires to be carefully watched, although there are no signs at present of a serious intention on the part of the American companies to capture the home-killed trade of the United Kingdom or to reduce British butchers to a state of dependence.

(e) For a long time we must be dependent on South America for a great part of our beef supply.

(f) The American meat companies have at present nearly 60 per cent of the beef output from Argentina and Uruguay, and about 75 per cent of the capacity of the meat-works built or building in Brazil, whereas in 1909 they had only about 35 per cent of the River Plate meat trade.

(g) The growth of the American companies has been largely brought about by the destructive competition which from time to time they have waged against the British meat companies, with the result that the latter were forced in June, 1914, to consent to a pooling agreement determining the share of the trade to be apportioned to each company.

(h) The policy of the American companies is today the same as it has been since their entry into the River Plate trade—namely, the continued reduction of the share of the trade held by British companies; and this policy involves the risk of grave dangers to the British consumer.

Press dispatches have informed us that the same report and "Explanatory Note" have been circulated in Congress at the instance of the Institute of American Meat Packers. One reaction at least has been obtained in the freshet of oratory discharged by Senator Sherman. This senator has always been found ready to take the floor on behalf of his Chicago friends. Their gratitude should follow him into his retirement. But the rest of the country will witness his eclipse without regret. The Illinois senator has brought neither dignity nor wisdom to the deliberations of Congress. To him, as to the Institute of American Meat Packers, any club has served to belabor the Federal Trade Commission; and if weapons can only be obtained by ingenuity of misrepresentation and recklessness of statement, they are, none the less, weapons in a holy warfare.

The El Paso Convention

THE TWENTY-FOURTH ANNUAL CONVENTION of the American National Live Stock Association, held in the Rialto Theater at El Paso, Texas, January 12-14, 1921, was one of the most successful meetings of that organization, as well in point of attendance as in the widespread interest manifested in the questions considered. Many notable addresses were delivered. In this issue appears the annual message of the president of the association, Hon. John B. Kendrick. All the other addresses will be printed in the proceedings of the convention, to be published early in the spring, which will be sent to all members of the association.

Meat-Packing Legislation

On the last day of the convention the Committee on Resolutions, consisting of twenty-five members representing the different states, submitted its report. On only one resolution was there any difference of opinion. That was the one relating to the meat-packing legislation now before Congress. On that question the committee recommended the following resolution:

WHEREAS, The American National Live Stock Association is definitely committed to the establishment of an open, competitive system of production, manufacture, and distribution of live stock and its products; and

WHEREAS, Under present monopolistic conditions the principal distributors of live-stock products have an unfair advantage over both the unorganized producers and potential competitors, which advantage can best be equalized by legislation; and

WHEREAS, Lack of confidence resulting from this situation is seriously curtailing production; and

WHEREAS, Delay in the final disposition of this important question can only result disastrously to all interests—producer, distributor, and consumer; therefore be it

Resolved, That we urge Congress promptly to enact constructive federal legislation regulating the packers, commission men, and traders, to the end that confidence be established, production maintained, and distribution guaranteed on an economical basis; and be it further

Resolved, That copies of this resolution be forwarded to the chairmen and all members of the Committees on Agriculture of the United States Senate and House of Representatives.

Four members of the committee presented the following minority report on meat-packing legislation:

We, the undersigned members of the Committee on Resolutions, dissent from this report as to the resolution regarding federal legislation.

On the floor of the convention a substitute for the majority report was offered; but, after discussion, this was withdrawn. No request was made for a vote on the minority report, which was filed simply as a matter of record. The convention therefore voted on the majority resolution, which was carried.

Earlier in the convention there was some opposition to the resolution indorsing Henry C. Wallace, of Des Moines, Iowa, for Secretary of Agriculture. This reso-

lution, however, was passed by a large majority. Action on all the other resolutions was unanimous.

Other Resolutions

Following is a brief summary of the other resolutions adopted:

- Favoring an import tariff on live stock and its products;
- Pledging co-operation with Southern Tariff Association;
- Requesting inspection of live stock and hides shipped in from Mexico;
- Asking federal reserve banks to extend credit to live-stock producers;
- Demanding abolition of war taxes;
- Opposing insurance of live stock for purpose of loan security;
- Indorsing plans for establishment of international credit;
- Indorsing work of President Kendrick and Market Committee;
- Recommending establishment of municipal meat markets;
- Requesting price reductions in interest of consumer;
- Protesting against misleading market quotations;
- Deploring increase in live-stock commission charges;
- Approving co-operative live-stock sales agencies;
- Indorsing activities of Bureau of Markets;
- Recommending publication of live-stock statistics;
- Urging collection of live-stock data;
- Urging repeal of rate-making rule in Transportation Act;
- Directing institution of proceedings for reduction in railroad rates;
- Indorsing National Live Stock Shippers' League;
- Authorizing appointment of committee for study of grazing values on national forests;
- Urging necessity of avoiding abrupt changes in rules governing grazing on national forests;
- Petitioning Congress for fair representation of national forest states on Agricultural Committees;
- Requesting extension of time for payment of forest fees;
- Opposing extension of national parks as game preserves;
- Urging protection of national forests and timber lands;
- Advocating adequate compensation for forest officials;
- Demanding sufficient appropriations for extermination of predatory animals and range-destroying rodents;
- Urging prohibition of importation of live stock and meat from countries where contagious animal diseases exist;
- Asking for government aid in eradicating poisonous plants;
- Requesting continuation of work for eradication of insect pests;
- Urging adequate means for control of contagious abortion;
- Emphasizing need of closer co-operation between national and state associations;
- Favoring pure-fabric legislation;
- Indorsing agricultural education;
- Approving agricultural college experiment stations;
- Commending work of American Farm Bureau Federation;
- Pledging support for THE PRODUCER.

The resolutions passed at El Paso have been published in pamphlet form and sent to all members of the association. A copy will be mailed to anyone interested, upon application to the secretary of the American National Live Stock Association, 515 Cooper Building, Denver, Colorado.

Officers

The following officers were unanimously elected:

President—John B. Kendrick, Sheridan, Wyo.

First Vice-President—C. M. O'Donel, Bell Ranch, N. M.

Second Vice-Presidents—M. K. Parsons, Salt Lake City, Utah; Fred H. Bixby, Long Beach, Cal.; E. L. Burke, Omaha, Neb.; L. C. Brite, Marfa, Tex.; William Pollman, Baker, Ore.

Attorney—Sam H. Cowan, Fort Worth, Tex.

Treasurer—John W. Springer, Denver, Colo.

Secretary—T. W. Tomlinson, Denver, Colo.

Place of Next Meeting

The by-laws of the association were amended so as to provide for the holding of a general mid-year meeting. The change provides that the regular annual meeting is to be held as soon as practicable after January 1, and that, "if the annual convention for any year is held at a point east of the Rocky Mountains, then the general mid-year meeting shall be held in that year at a point west of the Rocky Mountains, and vice versa."

As the convention for 1921 has been held east of the Rocky Mountains (El Paso), the mid-year meeting must consequently be held at some point west of the mountains, to be determined later, together with the date, by a vote of the members of the executive committee representing that section.

The convention decided to hold its regular meeting next year in Colorado Springs, Colorado.

WOOL-GROWERS MEET AT SALT LAKE CITY

FOLLOWING A MEETING of the Utah Wool Growers' Association, at which resolutions were adopted favoring a tariff on imports of meats and wool, reduction of grazing fees on national forests, passage of the "truth-in-fabrics" bill, and extension of credit to foreign buyers of American surplus products, the National Wool Growers' Association gathered in annual convention at Salt Lake City, January 17-19, 1921. The attendance, while not so large as in recent years, was a thoroughly representative one. Determination to bend every effort to secure measures of relief for the hard-pressed industry was evident throughout the session, and an atmosphere of optimism prevailed, stimulated by the ideal weather and feed conditions of the present winter. Fresh from Washington, where he had pleaded the cause of the wool-grower before committees of Congress, President Hagenbarth, in his annual address, emphasized the necessity of aggressive organization, and advocated a publicity campaign for the purpose of convincing the people of the reasonableness of the wool-growers' demands and the danger to the nation which would result from starving them out of business. Resolutions were passed urging—

Prompt decision by the United States Supreme Court as to the constitutionality of the Federal Farm Loan Act;

Exercise of the greatest possible liberality on the part of federal reserve banks in dealing with the live-stock industry;

An adequate import duty on wool and goods manufactured from wool, frozen lamb and mutton, and other agricultural products;

Retail distribution of meat by the packers, "in order that profiteering and unbusinesslike methods may be eliminated and the public be served at a reasonable price;"

Branding of imported meats;

Reduction of freight rates on live stock and wool, and of grazing, commission, and yardage charges;

Amendment of the War Finance Corporation Act to provide for long-time credits to stock-raisers;

Enactment of the "truth-in-fabrics" bill, and inauguration of a campaign for informing the public of the relation of wool prices to clothing prices;

Suspension of the rules of the Forest Service requiring cuts in grazing privileges in case of sale or transfer of live stock; non-interference of cattle with ranges used for sheep; deferment of payment of grazing fees until August 31, 1921;

Vigorous war on predatory animals, and increased appropriations of Congress for that purpose;

Appointment of a committee of three to further the program outlined in these recommendations, and of a committee of five to arrange for storing of wool under the Federal Warehouse Act, and for marketing and financing the 1921 clip.

F. J. Hagenbarth was re-elected president of the national organization, and F. R. Marshall secretary-treasurer; F. A. Ellenwood, of Red Bluff, Cal., and H. E. Campbell, of Flagstaff, Ariz., were elected western vice-presidents, and W. C. Coffey, of Urbana, Ill., eastern vice-president. The Utah association chose J. A. Hooper, of Salt Lake City, as president for the ensuing year.

TEXAS CATTLE-RAISERS DISCUSS LIVE-STOCK PROBLEMS

AT THE QUARTERLY MEETING of the executive committee of the Cattle Raisers' Association of Texas, held at El Paso January 11, on the eve of the convention of the American National Live Stock Association, the matter of surety bonds on the part of commission companies operating within the State of Texas, as well as a requirement that remittances covering live-stock sales be made by bank exchange or certified check, was exhaustively discussed. Dayton Moses, attorney for the association, was instructed to have a bill embodying these provisions prepared and submitted at the present session of the legislature of that state.

The special committee appointed to consider the advisability of organizing a cattle-raisers' co-operative commission company submitted a favorable report, and was directed to prepare a definite plan for the consideration of the executive committee at a future meeting.

Resolutions recommending the appointment of Henry C. Wallace, of Des Moines, Iowa, as Secretary of Agriculture, and urging the passage of the Fordney emergency tariff bill, with an amendment providing for a sufficient import duty on frozen beef and hides, were unanimously adopted.

MEAT SUPPLIES IN 1920

SMALLER RECEIPTS and heavier shipments were responsible for a considerable falling-off in numbers of live stock slaughtered at stock-yards during 1920 as compared with the previous year. The figures for the nine principal markets (Chicago, Kansas City, Omaha, St. Joseph, Sioux City, Indianapolis, Denver, Cleveland, and Louisville) are given as follows:

	1920	1919
Cattle	4,925,581	5,989,215
Calves	1,317,302	1,418,835
Hogs	15,040,931	18,694,144
Sheep	6,549,471	8,073,852
Totals	27,833,285	34,176,046

Total slaughters at Chicago for the two years were as follows:

	1920	1919
Cattle	1,913,526	2,331,238
Calves	689,337	700,668
Hogs	5,869,592	7,930,634
Sheep	2,803,089	3,934,952
Totals	11,275,544	14,897,492

LIVE-STOCK CONDITIONS FROM THE PRODUCER'S POINT OF VIEW*

BY R. C. TURRITTIN
Reno, Nevada

TO THE ACTIVE LIVE-STOCK MAN, with only limited time for an analysis of general conditions, the present situation passes all understanding. The more he studies statistics, the less he seems to comprehend what has happened to him, or why it has happened. Yet he knows the grim reality.

A Succession of Climatic Hardships

In the West and Northwest, including California, we have just completed a long cycle of hard seasons. During the past four years, in practically every section of that area, the rainfall has been far below normal, causing heavy losses on the range. With a short lamb and calf crop, hay prices have been so high as virtually to be prohibitive. On top of this, in Wyoming, Montana, and parts of Idaho and Utah, last winter was one of the most severe ever known, and live-stock men were compelled either to feed more hay and other forage, or to ship their animals to more favorable climes. The cost of this was enormous—exceeding, in most cases, what the stock brought in the spring; so that the men who disposed of their stock at sacrifice prices in the fall were by far the best off. While the past summer in these same sections has been exceptionally favorable, with no stock and no money to operate on, few of the old-timers have been able to take advantage of this condition. Farther west, in Nevada and California, the drought has continued.

Hope of Rising Prices Disappointed

The shortage of range stock in the spring and early summer caused a feeling among stockmen that prices must go higher. On that theory they went cheerfully ahead with their operations, convinced that, when their crop was ready for market, it would bring returns sufficiently high to compensate them. The wise ones all predicted unprecedented prices for cattle and sheep with which to restock the denuded area, while the lamb crop seemed certain to command high prices in the face of a known deficiency of about 50 per cent. The commission men, in perfectly good faith, recommended that we hold our lambs for the later market, believing that the feeder demand would be heavy. Apparently nobody imagined the possibility of a slump in prices on everything. Government agencies urged production. The leading magazines assured us that, though costs were high, prices would hold or even become better. Our products had never attained the relatively high planes of other classes of food. The circulating medium of the world had reached many times its pre-war volume, and consequently had depreciated in value. All of these things seemed to justify the expectation of good prices.

Well, what happened? And why did it happen?

The first of these questions is easy to answer. Our operating costs mounted; we could not stop to count them; we were in too deep; we could no more let go than the proverbial man who caught the bear. We were not in the position of the retail butcher who can clean up everything but his fixtures in twenty-four hours.

Stock cattle and sheep, however, did not go up—they went down. Lambs were lower in the late summer than in early summer, and have now about hit rock bottom. Hides and offal were, and still are, a drug on the market. Wool is not salable at any price. Money to operate on became very hard to obtain, and more costly.

*Extracts from an address delivered at the convention of range live-stock producers held in Salt Lake City, Utah, December 7, 1920.

Efforts to Reduce Living Cost Hurtful to Producer

Now for the second question: Why did this happen? That is not quite so easy to understand. We have to depend upon the same sources of information on which we relied last spring. According to these, the world was operating on too high a price level. The people were refusing to buy, getting along with their old clothes. Remembering the slogan of the war-time Food Administration, they were eating little meat. They had tried it on during the war, and were still alive; so why not do it again? Retail prices had not cheapened. The public suddenly became thrifty, induced by campaigns which in many cases had government support. The high cost of living was not really hurting the general run of consumers, but it was pinching some—particularly the salaried class. The laboring-man was not hit at all; for he was paid continually advancing wages. But propaganda made him think that he was.

To help along these campaigns to reduce the living cost, the federal reserve banks proceeded to take the inflation out of the currency. Presumably this move ultimately would have become necessary; but is it not now apparent that it should not have been done quite so precipitately or so drastically?

Shipping, which until 1920 had been scarce and very expensive, now became plentiful and cheaper. We had no tariff wall, and our currency, inflated as it was, was worth more than that of any other country. Foreign nations owed us a lot of money, and could pay us in products at relatively better prices than could be obtained elsewhere. Then why should not these products come here? They will continue to come here as long as present conditions prevail. Witness the 60,000,000 pounds, more or less, of frozen lamb and mutton landed at our seaports during our turn-off season. The packers controlled the distributing system of the country; and, in spite of the many explanations and felicitations which we have had, the fact remains that it would not have been profitable for any other agency to handle this meat. Certain it is that it acted as a powerful club—and there was nothing between it and us. The Bureau of Markets could tell us what had actually landed; but, strange as it seems, it knew little about what was on the way.

However, we are still on earth, and we have a lot of live stock and land that once were worth a nice little sum of money. Heretofore prices have always come back. If we can weather this storm, we shall see them come back again. But the adage that "everything comes to him who waits" is not a safe one to depend upon. Our breath is getting too short.

Home Market Must Be Held for Home Industry

There are many things that could, and should, be done. Probably we shall not accomplish all of them, but some of them surely we may. First and foremost, some means must be found to hold our home markets for our industry. The method does not matter so much, but it is necessary to act promptly. Therefore an embargo appeals to me as the action that promises the quickest results. The government, of course, is likely to hesitate about agreeing to such a measure, as it must be expected to stiffen prices somewhat, and the contrary seems to have been all that the government has been thinking about. But, if some effort is not made very soon to stiffen prices of the products of our ranges and farms, not only will our live-stock and farming interests suffer ruin, but a lot of banks, big and little, will go to the wall. A rise in prices, or a rapid reduction of costs, is the only thing which can save the situation. Labor may be counted on to oppose either—and it is strongly organized; but it should be apparent even to labor that the producer cannot continue to employ it at high wages unless he can obtain relatively high prices for his products.

Next, to insure our home markets for our own people, we must have tariffs sufficiently high to give us an even chance with foreign goods produced at a cost which is only a small frac-

tion of ours, and also high enough to make up for the present low quotations of all kinds of foreign money. Meats, wool, and hides need protection, or they cannot be produced very long in this country.

Further, some method should be devised for financing the countries of central Europe so that they will be able to purchase our products. However, in my opinion, it is not so important that they should buy ours as that some of the products now coming to our shores should be diverted elsewhere. Possibly the government should assist by reviving the War Finance Corporation. It is a very large problem—too large for us to tackle single-handed. It would seem that the new countries of Europe are entitled to credit.

Cost of Production Must Be Lowered

With these fundamental problems settled, the next thing to do is to try our utmost to get our costs down to where there will be a margin of profit. Our greatest outlay is for labor. Labor is being overpaid. It must be hired cheaper. In our industry, labor costs have increased about 150 per cent. Immigration of farm and range help from European countries should be encouraged. In the past we have always assimilated these people, and I see no reason but a selfish one for the agitation of labor organizations aimed at barring them out. Organized labor, be it remembered, has never taken very kindly to farming or sheep-herding.

Other costs have kept pace with these—taxes, range and pasture rentals, freight rates, forest reserve fees, etc. It may be difficult to make our politicians realize that there are other things in this world than votes; and votes sometimes follow the spending of a lot of money for public improvements. But these improvements can, and should, wait. Government expenses for all purposes must be cut to the quick, in order that the producer may produce and exist on the lower plane which in any event seems likely to result.

The railroad companies, owning millions of acres of range lands, should be made to understand that the live-stock men are barely existing, and should not further increase their rentals, which are already too high.

Forest Grazing Fees Should Not Be Advanced

Eastern members of Congress who think that the range men are not paying all that grazing on the forest reserves is worth should take note of the fact that these men cannot pay the exorbitant fees which Congress has thought proper to force upon the Forest Service. Recreation requirements, in the stress and strain of the grim business of making a living, may not in the future appear so important to Forest Service officials. At any rate, industry should be given first consideration.

Freights, as fixed by the Interstate Commerce Commission, will doubtless remain at the present levels for some time, and it is only reasonable that they should be sufficient to enable the railroads to rehabilitate themselves. Labor constitutes a very large factor in railroad costs. Skilled railroad help is, of course, entitled to fair wages. Nevertheless, as long as present scales are maintained, cost of production will be relatively high. If prices generally are to remain low, labor will have to accept lower wages. Probably the unskilled, unorganized labor will be the first to be affected. The scale now paid by railroads in my part of the country for section men is \$5.30 a day. This labor competes with ranch labor, and is usually of an inferior quality. If our costs are to be cut, we shall expect corresponding reductions in railroad freight charges.

Range Problems Not Understood at Washington

Year by year stock-raisers have been forced to acquire more land in proportion to the number of their animals. This vast outlay of money has been made necessary by the complete misunderstanding of range problems on the part of our govern-

ment—particularly the Department of the Interior. That department continues to regard the live-stock man as a trespasser on the public domain, penalizing the industry by forcing more land on the market through its more liberal entry laws and regulations. Rather, it seems, we should expect a reasonable amount of co-operation, to the end that cost of production might be reduced, thus justifying lower prices.

The disposition of the public domain is of vital importance to the live-stock industry, and it behooves us to be continually on the alert to defeat harmful laws, inasmuch as it now seems practically impossible to secure favorable legislation for its regulation.

Among other items which we must find some way to reduce are feeding-in-transit charges, stock-yard fees, and costs on account of shrinkage en route. Where is the justification for hay charges, from Ogden east, of from \$40 to \$60 per ton, when the price of hay delivered at the yards averages \$15 or less per ton; or of 4 cents a day per head for lamb pasture at feeding-yards where pasture is available?

Too Many Selling Agencies

Can it be that the big stock-yards require all the selling agencies now in existence? And, if they are to exist, is there any reason why we stockmen should pay more to keep them going? In this connection I wish to emphasize that co-operative selling agencies are practicable. True, real talent is required and must be paid for; but our organizations can produce this talent, and should. We can expect our agencies to comply with reasonable stock-yard regulations, and there is no reason why we should ask for any special privileges. If we do not have such agencies, we should have an association office near every stock-yard, to see to it that our produce is properly and honestly weighed and sold.

Costs on account of shrinkage in weight during transit are enormous, and are a total loss to producer and consumer alike. These costs are occasioned by having to wait for cars, ordered at daylight, but not arriving until sundown; by failing to receive cars ordered for certain dates, after the stock is on the road and cannot be turned back or properly fed; by poor runs, insufficient stock-yard facilities, and shortage or poor quality of water. A slight expense on the part of the railroads would correct these evils.

Packers Should Be Permitted to Retail Meat

Live-stock producers want no more middlemen to handle their products than are required to do it efficiently. Therefore it is hard to understand the object of the provision in the Attorney-General's injunction decree prohibiting the packers from carrying on any retail business. As far as I know, the cost of the present enormous number of meat-retailers, to both producer and consumer, has never been computed. It is certain that retailers are able through their organizations to maintain prices at such a level that even the inefficient among them not only survive but prosper.

For years the growers of wool have followed the system—or lack of system—of contracting their product to dealers. Yet it seems possible that their own association could handle their clips without great investment of capital and at a much better net price to the grower. There is one co-operative warehouse now in existence in Chicago, and no doubt it has been beneficial; but not many growers use it, believing it to be located in the wrong place. Boston is the central wool market of America. In that city there is ample space for rent in licensed warehouses, and receipts from these warehouses are good collateral in any bank, on which growers would have little difficulty in obtaining money either at home or in the East.

Solution of Problems to Be Sought in Organization

Organization is the keynote in all other lines of business, and has brought marked benefit. Many problems in our in-

dustry are different and more difficult, but by efficient organization they can be worked out. To survive in a world otherwise organized, we ourselves must be fully organized. We already have the framework, or part of it; and, as far as it has gone, it has been good.

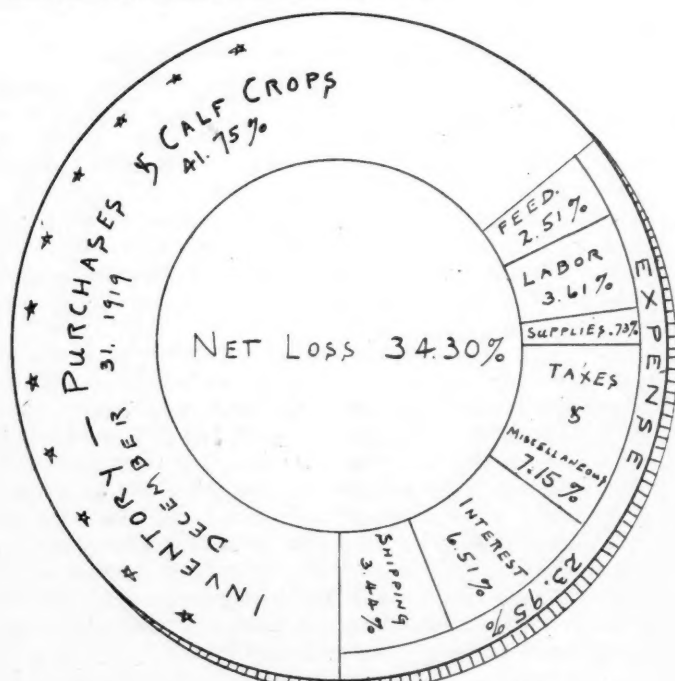
In my opinion there are many problems which cannot be worked out by the larger associations. We have the American National Live Stock Association and the National Wool Growers' Association, and these have been of great benefit in looking after many of our large interests. In almost every state we have one or more live-stock associations, concerning themselves with state and local problems. But between the two there is, from a range man's viewpoint, a void which ought to be filled by a Federation of Range State Associations. We need an association which shall be strictly representative of our interests, and whose convention halls shall be open only to bona-fide range stockmen and their representatives.

A COWMAN'S DOLLAR—COINAGE OF 1920

AS OUR READERS WILL RECALL, in the April, 1920, issue of THE PRODUCER, under the title of "A Cowman's Dollar—Where It Went," we printed a letter from E. D. Newman, of the firm of Boyle & Newman, Tucumcari, N. M., containing a graphic description of the operations of cattle-raisers during the year 1919. This "dollar" was widely reproduced and commented on by agricultural and live-stock papers throughout the country.

Below we present another dollar, emanating from the same mint, setting forth in equally eloquent detail the result of last year's operations by the same company. These figures speak for themselves. They cover only actual transactions, no interest on investment being included. The inventory comprises all purchases and calf crop previous to December 31, 1919; no purchases were made in 1920. Net loss includes death and sales losses during 1920.

While the exhibit, as a whole, may be regarded as a fairly representative one, the item of 3.44 per cent covering shipping expenses is obviously too low for the average transaction in the range country, where distance to market is considerably greater than that apparently reckoned with here.



MINTED BY E. D. NEWMAN
El Paso, Texas

WHAT IS THE OUTLOOK FOR THE CATTLE INDUSTRY?

BY JAMES E. POOLE

HAS THE CATTLE INDUSTRY A FUTURE? Some people are evidently of that opinion; otherwise, with markets as demoralized as they have been recently, demand for stockers would have disappeared. Instead, the spread between fat and thin steers is abnormally narrow—dangerously so, unless fat values advance; and a condition is developing where it is not improbable that a thin steer will be worth more on a per-pound basis than a fat one before the grazing season comes around. The Denver sale of show stockers realized as much as the same cattle would have been worth at the same moment in Chicago, had they been fed 100 days on corn. At the Wichita, Kansas, show sale a similar condition existed. At Chicago thin steers have gone to the country at \$7.50 to \$8, while killers have had access to unlimited quantities of dressed-beef material at the same figure. It is true that the stocker-buyer insists on quality at this price basis, but the fact is indisputable that confidence in the future of the cattle business is not wholly lacking. Fat bullocks may be temporarily plentiful at the markets, but beef-makers sense a stocker shortage, and those with pastures to fill not later than May are manifesting concern, if not anxiety. This is responsible for a demand for fleshy steers with quality from Wisconsin recently, the Mineral Point section being in the market for about 10,000 head—a small purchase measured by the whole, but a herald of what is likely to happen toward the rise of grass, when the eleventh-hour element gets into action. Wisconsin graziers took several hundred cattle on an \$8 to \$9.50 basis at Chicago during January, and would have prosecuted that buying campaign more vigorously but for the slump in the fat market late in the month. A little later, when the money market develops an easier tone (and the trend is in that direction), the cattleman's thoughts will turn in seasonal manner to stockers.

For the next sixty days there will be plenty of fat cattle to replenish beef supply, as demand is limited, and will be until industrial activity is resumed. Iowa and Illinois are full of fat bullocks that must be marketed. March 1 is always a period of financial stress in these states, and money can be obtained with more celerity at the stock-yards than anywhere else. Consequently cattle will go to the shambles—faster probably than they can be advantageously absorbed, especially in view of the fact that the finishing operation shows a deficiency. There has been a disposition to get rid of one set of cattle, to put in a cheaper lot; but the new scale of freight rates, commissions, and other expense incidental to marketing, makes this time-honored method doubtful. An Iowa man who sold a drove of fleshy cattle at Chicago at \$8 late in January was asked why he had not carried them along sixty days. "I got rid of them to start in a set that cost me \$7," he replied. A little figuring convinced him that his \$8 cattle at Chicago did not net him to exceed \$7 at home, and that he had made a questionable swap. Few of the fat cattle sold during January were replaced by another set, however, as the money they realized was applied by bankers to reducing federal-reserve obligations. The same bankers will be in a mood to make stock-cattle loans later, as loans are reduced, deposits grow, and they realize that the wealth of feed in possession of Corn Belt farmers cannot be marketed advantageously except on four feet. Long caravans of corn and hogs are traversing Corn Belt rails to terminal points, sending back a steady stream of money to liquidate debts and finance new ventures.

The sole bullish argument in the case of fat cattle for the next sixty days is a light stock of frozen beef—120,250,000 pounds, against 261,800,000 pounds a year ago, before the United States government began liquidating its war-period

accumulation. Beef trade may be sticky, but every light run of fat cattle discloses the fact that killers are on a hand-to-mouth basis, and will be. After March 1 the residue of the winter beef crop will be in stronger hands; but, as most of it must inevitably be cashed at a loss, there is a disposition to clean up, with a view to ascertaining what this loss is. The beef market, notoriously fickle and subject to so many influences, might easily advance \$2 per cwt. within a week, carrying fat cattle with it; and there is always the hope that the hide market will come to life, and by-product accumulated in packers' cellars become convertible into cash. The huge accumulation of hides and by-product which packers are carrying at prohibitive charges must not be ignored; that it is penalizing beef in the distribution process is not concealed, as beef is the only commodity on which packers can realize.

Some feeders are playing for repetition of the 1920 June rise—without logic, as the market rarely repeats previous-season performance. The factor of paramount importance is the consuming, or purchasing, capacity of the public—always the final arbiter in such cases. Assuming that frozen stocks are liquidated during the next ninety days; that south Texas is incapable of deluging the market with cheap beef, as was the case last year; that hides and by-product become more salable, and that cattle now on corn are closely garnered by April, the market should pick up; otherwise there will be logical reason for skepticism as to the future of the industry.

So far as the western breeder is concerned, the worst is over, in an economic sense, provided nature treats him decently and physical conditions are favorable. The extent to which western cattle herds have been depleted during the war and drought periods is open to debate, but that the whole trans-Missouri region is long on feed, but short of cattle, will not be disputed. Wherever money is available there is a pronounced disposition to restock. When in Omaha recently, I learned that the Heinrich people, of Montana, had commenced buying 12,000 grade cows to restock their pastures in the "lower country." Texas breeders report a steadily growing inquiry for stock cattle to found small herds. The main crop of the western half of the United States is roughage, marketable only in the shape of cattle and sheep; so that, if it is to continue its existence, restocking will be imperative. At the moment the problem is purely a financial one.

Corn Belt feeders are confronted with the certainty that the practically unlimited supply of cheap stock cattle, to which expansion of the range breeding industry gave them access during the past twenty-five years, is no longer available. Whether or not rehabilitation of the range industry will eventually furnish relief is anybody's guess; that cattle production on a bonanza scale is a thing of the past will not be disputed, and future western trade development will decrease stocker marketing by finishing a large percentage of the crop on the breeding-ground. As beef cows cannot be carried on high-priced Corn Belt land for the calves they raise, it must be obvious that feeders, to insure an adequate supply of stockers, must pay prices that will maintain the breeding phase of the industry on a profitable basis. Half a decade hence the western pastoral region may be confronted with the problem of overproduction; meanwhile rehabilitation of the industry is the task confronting cattlemen of that region.

At present feeders are in anything but an enviable position. The country is full of feed, both concentrates and roughage, but stock cattle are selling so radically out of line as to make investment dangerous. Feeders are paying \$7 to \$8 for thin steers, while 100-day-fed bullocks realize only \$8 to \$9 on the same market. Measured by current prices of fat cattle, stocker values are \$1 to \$2 per cwt. out of line, and disadvantageous to the feeder to that extent; yet, if money were available, they would be put in.

Measured by current cost of other commodities, fat cattle are too low. The following factors comprise the category of bull ammunition: broader stocker demand, taking fleshy feeders away from killers, who have been taking them at their own prices; revival of markets for hides and by-products, relieving beef of the burden it has been carrying, and melting frozen credits; a probable advance in hogs when the bulk of the winter crop has gone to the shambles, exerting a sympathetic influence on beef and eliminating competition of cheap pork; revival of industrial activity, signs of which are already detected.

Nothing can be expected from a European market, as that outlet has been closed hermetically for all time, so far as beef is concerned. The best Europe can do for the North American cattleman is to buy pork and lard, which will help materially. There is more than enough beef in South America to supply Old World requirements, and producers in this country will be fortunate if an excess does not find its way to New York.

LIVE-STOCK LAWS OF COLORADO

BY E. McCRILLIS

Secretary, State Board of Stock Inspection Commissioners

THE LAWS OF COLORADO require that all cattle, horses, and mules must be inspected for brands and ownership before being shipped from any point in the state to any other point within or without the state. The theft of live stock is thus quite a hazardous undertaking. Nevertheless considerable stealing is indulged in for immediate consumption, or cattle are driven out of the state for shipment in states that have no live-stock laws.

Butchers in Colorado are required to retain all hides for a period of thirty days, unless the hides have been inspected by a duly authorized inspector.

The law requires that all takers-up of cattle, horses, or mules as estrays must notify the Board of Stock Inspection Commissioners within five days. If the owner cannot be located from the records of the board, which contain approximately 35,000 different brands, the stray must be advertised for two weeks, both in the official live-stock paper of the state and in some paper in the county where the animal was taken up, and then held for ten days; after which sale may be made by a duly authorized inspector, and the proceeds held for three years, subject to the claim of anyone who may prove ownership. After the expiration of three years the money may be used to help defray the expenses of the board.

All live stock is inspected by the board's inspectors at the point of origin. In case the destination is Denver, Pueblo, or Missouri River markets, it is again inspected on arrival at market, so that, if anything has been overlooked on the first inspection, it may be caught by the market inspectors. These latter also collect from the commission houses all money accruing from the sale of estrays found in different shipments, which money is forwarded to the board and paid by it to the lawful owner.

It will be seen that this inspection work prevents many animals from being converted to the use of someone other than the owner. If adjoining states had live-stock laws similar to those of Colorado—which are generally admitted to be the best in the United States—all the cattle anyone could steal would be what he could eat himself. But, unfortunately, such is not the case. Only New Mexico has laws similar to those of Colorado. Nebraska and Kansas have no stock-inspection laws. Several years ago Utah adopted stock laws, but so far they have not proved entirely satisfactory. Wyoming does not require the inspection of cattle at the point of origin. Previous to enacting their laws several years ago, Utah and California sent delegates to Colorado in order to secure detailed informa-

tion as to the legislation of this state. Requests for such information have come from several other states.

The live-stock sanitary work of Colorado is under the control and direction of the Board of Stock Inspection Commissioners, through the state veterinarian. The board maintains twenty-three regular salaried inspectors in this state, seven regular salaried inspectors in other states, and thirty-five special inspectors, who are compensated for whatever work the regular inspectors are unable to do. The board is composed of nine commissioners, appointed by the governor from different sections of the state, and meets every month.

CORN BELT FARMERS FAR FROM "BROKE"

BY JAMES E. POOLE

LAST FALL, at the Union League Club live-stock conference in Chicago, L. F. Swift forecast a break by corn to 75 cents per bushel and by hogs to \$10 per cwt. "You'll break every farmer in Iowa, if that happens," replied A. Sykes, president of the Corn Belt Meat Producers' Association of Iowa.

It has more than happened, and Iowa sheriffs are not abnormally active, the ratio of suicides among the agrarian population has not perceptibly increased, and even in the case of renters operating on a financial shoestring "distressing" by landowners is rare. Iowa—the whole Corn Belt, in fact—is weathering the storm creditably and encouragingly, repentant of the lavishness with which it threw its money to the little birds, so to speak, during the post-bellum flush period, and determined to dig out.

During the past two weeks I have journeyed up and down the core of the Corn Belt—Illinois, Iowa, Nebraska, and South Dakota—getting down close to the ground and learning much to disprove the assertion that Corn Belt farmers, or any considerable number of them, are "broke." The financial and economic situation might be better. During the flush times Iowa availed itself of its credit to the extent that its borrowings from the federal reserve banks reached a point 240 per cent above its basic line; but in the process of liquidating an enormous 1920 corn crop, plus the hold-over from 1919, plus a big crop of hogs, loans are being rapidly paid, deposits are increasing, and, if the wolf ever was within barking distance of the Hawkeye State threshold, its yowl is no longer audible.

Under such physical conditions as the Corn Belt has enjoyed for several years it cannot "go broke." Contrast the post-war experience of a state like Iowa with that of Texas, Montana, or Wyoming, where the very elements conspired to put the live-stock grower and farmer out of business. Iowa has fed cattle at a loss, corn has depreciated, and some less handicaps have developed; but had Iowa conserved its war-period profits, it would have been literally rolling in wealth at this juncture. As it is, a small element of its population is hard up, a still less conspicuous element is "stone-broke," but the great majority does not know the meaning of the term "hard times," in the sense that adversity visited the Corn Belt in former years.

The jamboree is over; sanity has returned. Whether land is worth what it will earn, or possesses an additional sentimental value, is something that never will be determined. On my junket I discovered that certain sensational writers, imbued with a determination to make "good copy," had grossly exaggerated the extent of the Corn Belt land boom; also its consequences. But a small part of the Corn Belt area changed hands during the furore; had it been otherwise, the spectacular advances registered would have been impossible. Some who bought farms at impossible prices on shoestrings have defaulted and are minus their strings; others are in possession of farms under such heavy overhead expense that time may be eliminated; but no evidence of disastrous liquidation can be de-

tected, nor is any likely to occur. The average Corn Belt farm occupant, especially owner, can be dislodged only by death; if liquidation finally becomes imperative, it will be effected in the probate court.

The land boom stung renters most severely, and in a majority of cases they have their own cupidity to blame. Obsessed with the fool idea that a period of \$2-per-bushel corn was at hand, they insisted on a cash-rent system, with the result that, when a top-heavy corn market collapsed, they were unable to meet the absurd cash rents which they had obligated themselves to pay, with the proceeds of the 1920 crop. Had the crop-sharing system prevailed, the effect of the crash would have been divided; as it is, many renters will "go broke," unless landowners see the light and compromise, on the theory that extracting blood from a turnip is impossible.

Dissipation of money in such wild-cat projects as packing-houses, tire plants, cattle-loan companies, and the like, was damphoolishness; but the farmer had no monopoly of that variety of idiocy. Indeed, it is doubtful if the opulent Corn Belt damaged itself in a financial sense to the same extent as frugal Boston, wily New York, or sagacious Chicago. It is "one best bet," as the sporting gentlemen put it, that the ratio of city to country suckers during the inflation period was large.

INTERNATIONAL INSTITUTE TO ENLARGE ITS CROP-REPORTING SERVICE

THE FIFTH CONVENTION of the General Assembly of the International Institute of Agriculture at Rome was held in November, 1920—the first meeting since the war. Forty-seven countries were represented. As previously mentioned, three delegates from the United States were in attendance.

Action was taken looking toward enlargement of the world crop-reporting service of the institute, particular stress being laid on the importance of furnishing prompt information concerning the condition of growing crops and supplies of the principal cereals at the time the new harvests become available. Special attention was given to the elaboration of a uniform system of classification of live stock in the different countries. The need of closer touch with farmers' organizations was emphasized. A plan was outlined for collecting data on measures taken for increased production during the war, including the effect of government control of prices.

In memory of David Lubin, of California, to whose initiative the institute is due, and who for fourteen years represented the United States as permanent delegate, the assembly voted to place a marble tablet in its building at Rome and to keep forever vacant the chair in the convention hall occupied by Mr. Lubin until his death in January, 1919.

The next meeting of the General Assembly will be held in May, 1922.

THE CALENDAR

- February 16-18, 1921—Annual Convention of Kansas Live Stock Association, Salina, Kan.
- February 22-24, 1921—Annual Convention of Buyers' and Sellers' Live Stock Association, Amarillo, Tex.
- March 1-3, 1921—Annual Convention of Panhandle and Southwestern Stockmen's Association, El Paso, Tex.
- March 7-12, 1921—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
- March 15-17, 1921—Annual Convention of Cattle Raisers' Association of Texas, San Antonio, Tex.
- March 29-31, 1921—Annual Convention of New Mexico Cattle and Horse Growers' Association, Albuquerque, N. M.
- April 5-6, 1921—Annual Convention of Wyoming Stock Growers' Association, Lusk, Wyo.
- April 19-20, 1921—Annual Convention of Montana Stock Growers' Association, Helena, Mont.

THE PRODUCER

PUBLISHED MONTHLY

IN THE INTERESTS OF THE

LIVE-STOCK INDUSTRY OF THE UNITED STATES

BY THE

AMERICAN NATIONAL LIVE STOCK ASSOCIATION
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GENERAL BUSINESS CONDITIONS

A SOMEWHAT BETTER FEELING in many lines of trade is reported from various parts of the country. After-holiday buying, promoted by radical price cuts, has lightened retailers' shelves and cleared the way for new orders, resulting in sporadic resumption of operations at manufacturing centers. Unemployment, still serious, appears to have been partially checked. The prevailing mild weather, while curtailing coal output and restricting business in apparel lines, has had a stimulating effect in other fields. Little activity, however, is noticeable in the building trades. Here, as in the case of the railroads, which show a diminishing volume of traffic, and in a number of other industries, wage-scale adjustments are pending, involving the possibility of extended strike troubles in the near future.

Iron and steel continue quiet, most plants running on part-time schedules. Other metals are weak. Textile works are partly idle. Raw wools show a slightly firmer tone, a feeble upward trend being observable. Little is doing in hides and leather. Automobile manufacturing remains inactive.

Collections generally are slow. The stock market is firmer. Money rates are unchanged. Foreign exchange is fluctuating, with a rising tendency in the case of England and France.

Bradstreet's index number, based on the prices per pound of thirty-one articles used for food, for the week ending January 29, 1921, was \$3.31, which compares with \$3.51 the previous month and \$5.10 at the corresponding date in 1920. This is a decrease of 35.1 per cent during the past twelve months.

THE UNINVITED GUEST

IN THE COURSE of the convention of the American National Live Stock Association at El Paso last month, E. L. Burke, vice-chairman of the Market Committee, in presenting that committee's report, took occasion to refer to the intervention of representatives of the packers in meetings of that and other live-stock organizations. Such intervention has of late years become a common occurrence. Mr. Burke said that, if this were continued, he would favor the adoption at the next meeting of the association of a resolution expressing disapproval of this form of activity on the part of the packers; and he read the following draft of a resolution to meet the situation:

WHEREAS, The usefulness of producers' live-stock organizations depends on their being able to carry out the policies decided on by a majority of their members; and

WHEREAS, The packers, through their persistent and insidious interference with the affairs of producers' organizations, are rendering it increasingly difficult to carry out these policies; therefore be it

Resolved, That the American National Live Stock Association, in convention assembled, considers such action on the part of the packers unfair, unwise, and certain to intensify ill feeling between producers and packers, and destined, if persisted in, irreparably to injure the live-stock industry.

It would be the part of wisdom in the packers to give some consideration to the sentiments of the members of those organizations whose meetings they attend so punctually. They might well take stock, also, of the results achieved. As propaganda their efforts are unimportant. It is improbable that the convictions of a single member have been modified either by their paid eloquence or by the more silent influences which they know so well how to bring to bear. But as an irritant the effect is undeniable, and has been tolerated too long.

The producers have not often refused a hearing to the packers' case stated from the platform and at an appointed place on the program. Invitations issued by them to address their meetings have been issued in good faith and in a spirit of fair play; and there is no disposition among them to depart from that attitude. But the business which calls stockmen together can be transacted without the aid of a numerous and active lobby hailing from Chicago and other packing centers. That is a different affair altogether.

EXTENSION GRANTED FOR PAYMENT OF GRAZING FEES

ADVICES FROM WASHINGTON announce that the Secretary of Agriculture has extended until August 1 the time limit for payment of grazing fees on national forests in the case of permittees whose grazing periods begin prior to July 15. A small increase in the fees will be charged those who take advantage of the extension. For further details of this important ruling we refer to our "Washington Letter," appearing elsewhere in this issue.

LIVE-STOCK ORGANIZATIONS OPEN FIRE ON RAILROAD RATES

ON JANUARY 4, 1921, the American National Live Stock Association, joined with other live-stock organizations as complainants, filed with the Interstate Commerce Commission a petition praying for a reduction in the rates and charges on live stock in western territory, which were increased in Ex Parte 74, decided by the commission July 31, 1920. This last advance was a percentage increase of 35 per cent in western territory east of the mountains, 25 per cent in mountain and Pacific coast territory, and 33½ per cent on traffic moving between these territories.

The petition alleges that the present rates on live stock are unjust, unreasonable, and excessive; that the one-half of one per cent allowed to carriers in addition to the 5½ per cent granted by the Transportation Act, as a fair return for the two years commencing March 1, 1920, is an unnecessary and unjust tax on shippers and was beyond the power of the commission to grant; that under said decision some roads are permitted to earn largely in excess of 6 per cent, and that this constitutes an unjust tax so far as those carriers are concerned; that the percentage increase has resulted in the placing of an unfair, discriminatory, and preferential burden on long-distance shipments; and that the aggregate value of the railroads taken by the commission as a basis for determining a reasonable return was enormously greater than a fair value of their property. The petition recites at length the situation of the live-stock industry, and prays for an order reducing live-stock rates to a reasonable basis.

This is the first case brought before the Interstate Commerce Commission involving the reasonableness of the tremendous increase of railroad rates of last July. It attacks the fundamental basis of that decision. The case will probably be heard at an early date.

As predicted in recent issues of THE PRODUCER, the effect of the great increase in railroad rates and charges has been sharply reflected in the reduction in the normal tonnage of the carriers. The general industrial depression has also contributed to a slackening in the movement of all classes of traffic. As a consequence, carriers today find themselves in about the same financial situation as before the increase in rates.

In order to reduce expenses, the railroads generally have been cutting down the time of their employees, and late in January they applied to the government for an immediate abrogation of the wage scale fixed by the United States Labor Board on July 21, 1920. Railroad unions involved in that decision have insisted that there is "no economic justification for wage reductions or abrogation of fundamental rights embodied in the working rules" as announced by the Labor Board.

As the many increases in wages of railroad employees and the enhancement in the cost of railroad material,

etc., were the sole justification for the increase in railroad rates, both under government control and since the roads were turned back to their owners, it is clear that the main hope of shippers for a reduction in railroad rates and charges to pre-war levels rests upon a radical readjustment of those factors to the general level of other values. Anyhow, why should the carriers be guaranteed a profit, or the railroad employees favored with wages which are higher than paid for similar labor in other lines of industry?

THE CONSUMER'S DOLLAR

EVERY STOCK-RAISER is familiar with the "Swift Dollar," circulated widely to show the modest proportions of the packer's profit. A notable counterpart to this was the "Cowman's Dollar," presented in these columns last April, which graphically described the producer's share in the net proceeds from the sale of his stock. This share, as will be recalled and as few cowmen need be reminded, was an even more modest one—falling, in fact, considerably below the zero mark. Further eloquent emphasis to the negative quality of the producer's returns during the year just closed is lent by the new edition of this dollar appearing elsewhere in this issue. Now, to complete the exhibit, one of our readers suggests a "Consumer's Dollar." His idea is, by starting at the other end of the chain, to mark off the chip taken out of each dollar of retail sales by each successive agent handling the meat from consumer back to producer. "This," he says, "is the dollar that pays the bills along the route, and it is with the last remnant of this dollar that the actual producer of live stock has to meet his obligations."

That this strikes close to the pivotal point in the whole situation surrounding the live-stock industry at the present moment not many will now dispute. Opinion is rapidly crystallizing that until the distance separating producer's receipts from consumer's disbursements has been substantially narrowed the central problem of excessive costs and microscopic profits will remain unsolved. The prosperity of any business is dependent on the two factors of cost of production and demand. The more important of these is demand. Import embargoes and protective tariffs may exclude or diminish foreign competition, and to that extent stimulate the home market; but manifestly they will not open up oversea channels for our surplus supplies, nor will they multiply the needs of our own people. Shutting out New Zealand mutton and Australian wool will not induce the bricklayer in Chicago to eat a single additional pound of meat or make the typist in Boston buy an extra pair of stockings. The most potent key to increased consumption is lower retail prices. Lower retail prices, in turn, are intimately bound up with diminished cost of distribution. If the meat-consumer's dollar can be made to go half as far again as it is

going now, a long step will have been taken toward relieving the stress on the meat-producer. And this, as we have repeatedly stated, in our opinion can most effectively be brought about by the elimination of some unnecessarily liberal charges at present levied on the trade by an unnecessarily large army of middlemen.

For some time there has been in progress an investigation by the Bureau of Markets of costs and prices prevailing in the retail meat trade. Unfortunately the completion of this important work has been delayed by lack of an adequate force. It is not expected that final data will be published for several months to come. Until the official figures are given out it would be difficult, and inadvisable, to try definitely to allocate blame and to suggest specific remedies. As soon as the necessary material becomes available, we shall again take up this question of the "Consumer's Dollar."

TARIFF LEGISLATION

THE SENATE is still considering the Fordney emergency tariff bill, with the many amendments tacked on to it, first by the Finance Committee and later on the floor. Whether it will finally become a law is anybody's guess. As we go to press, the prospects favor an early vote.

On January 25, when the Ways and Means Committee of the House, which is preparing a permanent tariff measure, had Schedule G under consideration, S. H. Cowan, attorney of the American National Live Stock Association, Judge A. W. Rucker, of Colorado, special representative of the association, and J. H. Mercer, of Kansas, appeared before that body and presented an exhaustive argument on behalf of the live-stock interests, advocating an ad-valorem duty on frozen and refrigerated beef and mutton of 20 per cent, subject to a minimum of 4 cents per pound, with proportionate duties on other prepared meat and animal products. A brief for the association has been filed by Messrs. Cowan and Rucker. It is believed that the Ways and Means Committee may report out a bill early in the special session of Congress opening in April.

MEAT-PACKING LEGISLATION

AS REPORTED by our Washington correspondent, on January 24 the Gronna bill passed the United States Senate by a vote of 46 to 33. The Committee on Agriculture of the House immediately took up consideration of this bill, as well as of the Anderson bill, still pending before it, and on February 3 reported out a substitute measure, known as the Haugen bill, which would place packers, commission men, and traders under the regulation of the Secretary of Agriculture, and the stock-yards under the Interstate Commerce Commission. As we go to press, the House has not yet acted on this measure.

STABILIZATION OF PRICES

THOSE WHO PIN MUCH FAITH to the efforts of the Stabilization Committee, recently organized by the live-stock exchanges and the packers, to eliminate fluctuations in prices by equalizing receipts, are invited to read the article appearing in the January, 1920, issue of THE PRODUCER, entitled "Equalizing Receipts and Stabilizing Prices," in which were presented official figures showing that, during certain representative months, daily receipts of live stock were more uniform and fluctuations more violent than usual. Receipts of live stock at the principal markets during the past three months have been comparatively light and more evenly distributed on the different days of the week; yet there has never been a period of more violent changes in prices.

Stocks of meat are smaller today than six months ago. During the past six months the total slaughter of meat-food animals in this country, and the stocks representing the reduction in supplies just referred to, have gone into consumption at practically the highest retail prices in history. The consumer bought this meat at a level which, if fairly reflected in live-stock prices, would have yielded to the producer and feeder at least cost of production. Why, then, should not the packers have been able to market meat products wholesale on such a basis as to save producers from ruinous losses?

Is the efficiency of the packers confined solely to the purchasing end of the business? Is not one of the great marketing evils from which we are suffering the concentrated buying of a few big houses and the scattered selling through a multitude of commission firms? If the selling end were as well organized as the buying end, violent fluctuations might be partially eliminated and prices stabilized on a reasonable basis. Or is a scant supply the only solution of the stabilization enigma?

WHO WAS HURT MOST?

A DISPLAY HEADLINE in the *National Pro- visioner* for January 1, 1921, proclaims that "Live-Stock Declines Hurt Packer More Than Producer." We wonder if even the packers believe that statement made by their official organ. We have not heard of any of them failing to make at least cost of operation. True, their profits during 1920 were not so large as in other years, and some of them did not earn their usual dividends; but to claim that they were hurt more than the producer by the ruinous decline in prices is adding insult to injury. It is now up to the inspired market press to assert that the commission men and traders were likewise harder hit than the producer.

How would it do to amend the immigration law so as to require every newcomer to bring a house with him?—*Dallas News*.

Even the strongest advocates of the closed shop do not like to see so many shops closed.—*Boston Shoe and Leather Reporter*.

THE STOCKMEN'S EXCHANGE

THE PRODUCER invites the stockmen of the country to take advantage of its columns to present their views on problems of the day as they affect their industry. It solicits correspondence on topics of common concern, such as stock, crop, and weather conditions, doings of state and local organizations, records of transactions of more than individual interest. Make it your medium of exchange for live-stock information between the different sections of the stock-raising region. Address all communications to THE PRODUCER, 515 Cooper Building, Denver, Colorado.

WHITHER ARE WE DRIFTING?

WICHITA FALLS, TEX., January 17, 1921.

TO THE PRODUCER:

It is a popular pastime nowadays to advise flat-dwellers and idlers on street corners—the men who cannot stand more than six hours' work a day at not less than a dollar an hour—to go "back to the soil" and produce! Produce what?

Shall we say cotton? Cotton is now unsalable, and our merchants and bankers are carrying our cotton farmers until their backs are breaking.

Shall we recommend wheat? Wheat has closed banks, broken brokers, ruined mills, and is yet on first hands.

How about corn? Seventy-five-cent corn, raised on \$300-an-acre land, is being fed to stock hogs bought at \$15 to \$18, and sold, when finished, at less than \$9.

Shall these people, then, milk cows? Milk right now will not pay for the cow's feed.

No, not any of these. By all means, let them raise cattle! There must be money in the cattle business, considering the prices asked for steaks and shoes.

There is. A short time ago I shipped a hide to market—fifteen miles. It weighed 46 pounds and sold at 4 cents a pound—total, \$1.84. Express charges were 58 cents, leaving me a net "profit" of \$1.26. The same day I paid \$11 for a pair of shoes for my boy.

Whither are we drifting?

GLENN WILSON.

CATTLE-RUSTLERS BUSY IN MONTANA

BUTTE, MONT., January 10, 1921.

TO THE PRODUCER:

Market conditions, bad as they are, are not the worst trouble with which stock-raisers in this section have to contend. The other day neighbors of ours in Idaho drove off about three hundred head of our cattle—ultimate destination unknown. Evidently bootleggers are extending their field of operations, bringing whisky into the territory and taking cattle back with them on the return trip. Lawlessness does not seem to be confined to our big cities.

JOHN A. DONOVAN.

PACKERS CONTROL LIVE-STOCK PRICES

KANSAS CITY, Mo., January 25, 1921.

TO THE PRODUCER:

In offering the following brief rejoinder to the letter of L. D. H. Weld, printed in the January issue of THE PRODUCER, my only object is to get before the public the producer's point of view.

In regard to the decreasing prices of by-products, about which we hear so much, I will say that the packers could throw all the by-products into the river and still make more money on an animal in ten days than the producer makes in a year. In fact, I know of several instances where farmers now are killing their cattle, throwing the offal away, and selling the meat in small towns at a profit; whereas, if these same cattle had been sold on the market, the farmers would have sustained a loss.

To solve this question, it is necessary for the consumer—the man with the dinner-pail—to understand the power of the packers to fix prices, and to know that the producer has nothing to say in regard to what he gets for his cattle, hogs, and sheep.

Is it not a fact that selling prices are based on a few cars purchased at, let us say, 8 cents a pound, when one hundred or more cars are bought at 5 to 7 cents a pound? Is it not also a fact that, when a liberal run of cattle, hogs, or sheep is on hand, \$1 per cwt. is taken off on the price; while, when the run is light, only something like 25 cents per cwt. is added? In other words, it takes several days to put back what is taken off in one day.

The producer believes, as does the Federal Trade Commission, that there is no competition in the packing business. Another control held by the packers is that they have loans on a large number of herds and can force what cattle they want on the market. If the creditors of the packers had called the loans they have made to them in the same way that the packers have called the loans they have made to the producer, there would be a different story to tell.

W. E. HALSELL.

FREIGHT RATES SHOULD BE REDUCED

EPHRAIM, UTAH, January 17, 1921.

TO THE PRODUCER:

It seems to me that something ought to be done in regard to freight rates on live stock. The rates are higher now than when the railroads were under government control. As an illustration, I had to pay \$74 more on a carload of cattle recently shipped to Kansas City.

With cattle bought at \$40, feeding them \$30 worth of hay, keeping them one year, paying grazing fees, and selling them for \$45, will some mathematician figure out for me what my profit is?

A. N. BJERREGAARD.

If your subscription has expired, please renew, and avoid interruption in delivery.

THEORY VERSUS PRACTICE

LAWEN, ORE., January 23, 1921.

TO THE PRODUCER:

Contrary to the accepted ideas of editors of farm and stock journals, professors and graduates of agricultural colleges, county and state agents (all of whom are so-called teachers of agriculture, but not practical farmers or stockmen, and would starve to death on a farm or ranch without state or county aid), the common beef stock of Oregon and other western states is not scrubs, but direct descendants of the same stock that has produced the Shorthorn and the Hereford—by selection and, what is of more importance, by feed. The clamor now going the rounds of the press for high-priced pedigreed sires, and for state laws in favor of breeders of blooded stock, is entirely unnecessary, because it is to the interest of every stockman to get as good bulls for his herds as he can afford. Feed and care will do the rest.

In this isolated country we sell our steers, for the most part, as two-year-old feeders, and by the head instead of by weight. My experience has been that it is immaterial whether the sire is a selected or a pedigreed animal. It is the man who feeds who has the best stock and gets the best price. No inquiries in regard to the sire are made at the stock-yards.

If the gentlemen who are in the pedigree business would put a price on their suitable young bulls that we could afford to pay, they would not need the legislature to help them in disposing of them. And it would be well for them to remember that we have no use for ton bulls on the range—we need calves; also to bear in mind that, what with state legislation, irrigation plants, crop failures, blooded-stock breeders, the packers' trust, the high price of labor, exorbitant freight bills, stock-yard charges, and commission fees, western cattlemen for the past three years have been doing business at a loss. If this state of things continues, the men who stay in the business (with the help of the above-mentioned theorists) will eventually "go broke."

FRED OTLEY.

SOUTH DAKOTA FAVORED BY IDEAL WEATHER

MORRIDGE, S. D., January 13, 1921.

TO THE PRODUCER:

Climatically, South Dakota has had a wonderful year. More grain, more grass, and more hay were produced in this state in 1920 than ever before in its history. The fall was characterized by exceptionally fine weather, and the winter so far has been ideal, with very little snow. As a consequence, we have been compelled to feed little or no hay.

Here, however, the story of our good luck ends. The other side of the medal we would rather not dwell upon: immature animals sent to market through dire financial necessity, and sold at ruinous prices, until this section has been stripped of 65 per cent of its cattle. But, of course, we realize that we are not the only passengers on board this craft.

HUGH CHITTICK.

NEW COLD STORAGE PLANT IN SOUTH AFRICA

THE FORMAL OPENING of the Smithfield Cold Storage Works at Laureço Marques, Portuguese East Africa, took place recently. The works have a capacity of 100,000 quarters of beef, and the government is extending the pier so that ocean-going vessels can load directly at the works. The Smithfield Cold Storage Works is a South African concern, and most of the supplies will be drawn from Rhodesia and the Transvaal.

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WHAT THE GOVERNMENT IS DOING

WASHINGTON LETTER

BY W. A. ANDERSON.

WASHINGTON, D. C., January 26, 1921.

THE OUTSTANDING LEGISLATIVE ACCOMPLISHMENT of the past month was the passage by the Senate of the Gronna bill, successor to the Kendrick-Kenyon bill, providing for the creation of a Federal Live Stock Commission of three members, clothed with authority to supervise the live-stock markets of the country. The bill, substantially as reported by the committee, passed the Senate by a vote of 46 to 33, following several days of debate which in the hours just preceding the vote reached a high degree of dramatic intensity. The bill has been referred to the House Committee on Agriculture. A feature in connection with the passage of the measure by the Senate is the widespread public interest, which is rapidly crystallizing sentiment in favor of the enactment of the proposed legislation into law, so that the long-drawn-out controversy on the question of market supervision may be definitely settled, to the ultimate benefit of every group that has a part in the production and preparation of live-stock products. Without attempting to assume the role of a prophet, it might be stated that the supporters of the measure view the outlook for its passage as much more encouraging than it seemed a few weeks ago. The extraordinary development of public opinion in favor of the measure, together with the large majority given the bill in the Senate, has served as a stimulus to its supporters in the House, who are making a determined effort to have it reported out of the committee at once. If they are successful, its passage is regarded as almost certain.

The Fordney emergency tariff bill is now on the calendar as the unfinished business of the Senate. However, grave doubt is felt that even this favored position can prevent the bill from going into the scrap-heap. Opponents of the measure have started a "near" filibuster by which they hope to accomplish its defeat, because of the pressure to get it out of the way of the appropriation bills. Its supporters, on the other hand, threaten to invoke the cloture rule limiting debate, which, if carried out, would result in the defeat of any prolonged filibuster; but they are apprehensive lest some of the numerous amendments may pass, carrying the bill into conference, which at this late hour in the session would accomplish its defeat as certainly as if it were voted down on the floor of the Senate. The Ways and Means Committee is now conducting hearings in anticipation of the tariff revision to be undertaken by Congress during the next session. The live-stock men were heard during the latter part of January, at the conclusion of the hearings on Schedule G.

The agricultural appropriation bill, as reported by the House committee, carries a total of \$33,517,459, which is \$1,804,675 more than was appropriated for the present fiscal year and \$19,511,925 less than the amount requested by the Secretary of Agriculture in the book of estimates. Of this latter sum, \$10,511,925 represents a reduction in the estimates by the De-

partment of Agriculture, and \$9,000,000 represents a reduction in the estimate submitted by the National Forest Reservation Commission. The total amount carried in the bill for the Bureau of Animal Industry is \$6,070,576, which is \$603,430 more than the present year and \$1,000,000 less than requested in the estimates. The full amount requested by the estimates for the control of tuberculosis in cattle, \$1,978,800, is carried in the bill, representing an increase of \$500,000 over the appropriation for the present fiscal year. For the control of hog cholera the sum of \$605,000 is allowed—an increase of \$100,000, and virtually the amount asked in the estimates. For eradication of southern cattle ticks \$660,000 is granted, which is \$20,000 less than appropriated for this year and \$40,000 less than requested. The bill provides for the consolidation of the Bureau of Markets and the Bureau of Crop Estimates, and carries an appropriation of \$2,939,444 for the combined bureau. This is an increase of \$400,735 over the total for the two bureaus during the current year, but \$1,479,698 less than asked for. The market-news service gets \$390,160, instead of the \$750,000 requested, and for crop-estimating work \$250,000 is granted, while the department asked for \$590,741. The fund for marketing and distributing farm products is fixed at \$326,000. The item of \$239,416 for the distribution of seeds by members of Congress was eliminated in committee, but may be restored at a later stage.

The Secretary of Agriculture has ruled that permittees whose grazing period begins before July 15 may, upon application, secure a postponement of payment of fees until August 1, on the condition that the fee shall be increased 1 per cent per month for each month of the extended period or major fraction thereof; provided, however, that no fee shall be increased less than one dollar. This ruling is made as an accommodation to stockmen in view of the present financial situation. If the permittee desires to pay in advance, payments will be accepted at the regular rates. It has heretofore been the custom of the Forest Service to collect all grazing fees thirty days in advance of the time the stock enters the forest. In order to make it possible for stockmen using the forests to obtain the benefit of deferred payments without being obliged to pay the 1 per cent per month premium, Senator Kendrick proposes to offer an amendment to the agricultural appropriation bill which would grant them such a concession.

* * *

Attorney-General Palmer has ordered an appeal to be taken to the Circuit Court of Appeals for the Eighth District from the decision of Judge Van Valkenburgh, of Kansas City, Mo., restraining the Secretary of Agriculture from revoking the licenses of commission firms refusing to reinstate charges in vogue prior to August 2, 1920.

Feeding the starving millions is one way of helping the farmer out of his difficulty, but Congress seems not to have thought of that.—*Washington (D. C.) Labor.*

CATTLE TICK ON THE RETREAT

PROGRESS MADE by the southern states in the eradication of the cattle tick is shown by a tabulated statement recently issued by the Department of Agriculture. The figures are complete to November 30, 1920, which date closes the fiscal year for this class of work. The total tick-infested area on July 1, 1906, when systematic eradication began, was 728,565 square miles. At the end of November, 1920, 70 per cent of that area had been freed of ticks and released from quarantine, leaving only 218,474 square miles infested. The six states of California, Kentucky, Mississippi, Missouri, South Carolina, and Tennessee had been entirely freed from the pest. The area which still remains infested, and therefore under federal quarantine, together with the percentage of the area released in the respective states, is as follows:

	Square Miles Infested	Per Cent Released
Alabama	3,252	94
Arkansas	19,632	63
Florida	47,980	13
Georgia	15,694	73
Louisiana	15,490	66
North Carolina.....	10,087	73
Oklahoma	4,047	92
Texas	100,606	48
Virginia	1,686	88

The total area released during the year amounted to 32,171 square miles.

WAR ON BOVINE TUBERCULOSIS

DURING THE FISCAL YEAR ended June 30, 1920, a total of 695,364 cattle were tested for tuberculosis by agents of the Department of Agriculture. Of these, 28,616, or 4.12 per cent, reacted and were removed. The number of accredited herds at the end of the year was approximately three times as large as on June 30, 1919. The records also show that, in addition to fully accredited herds, 16,599 other herds, containing 257,577 cattle, had passed the first official test, no reactors being found.

A noteworthy development in tuberculosis eradication is the tendency to free from disease areas containing many farms. During the year Clay County, Miss.; Island County, Wash., and Clatsop County, Ore., made complete tuberculin tests of all cattle within their boundaries.

UNITED STATES THREATENED WITH ANIMAL-DISEASE INVASION

IN THE OPINION of John R. Mohler, chief of the Bureau of Animal Industry, there never was a time when the United States was more dangerously exposed to invasion by animal diseases from foreign countries than at present. Owing to the fact that during the war European nations were unable to give the usual attention to the suppression of infectious diseases among animals, such diseases have recently spread to an alarming extent. England has now been fighting foot-and-mouth disease for close on two years; on the continent it is everywhere, apparently in an increasingly violent form, and the most drastic measures have been ineffective in stamping it out. In addition, from Belgium and Poland, as previously noted in these columns, cases of rinderpest, or cattle plague, have lately been reported.

Because of the readiness with which disease germs may be transmitted in hides and other animal products, the danger to the live-stock industry of the United States is considered a very real one, and Dr. Mohler, in his annual report, strongly urges the necessity of increased funds to enable the bureau

to cope with any outbreak that may occur here. For the last fiscal year Congress reduced the appropriation for this purpose from \$1,000,000 to \$50,000.

OFFICIAL EXAMINATION OF LIVE STOCK

IN THE COURSE of supervision of interstate transportation of live stock for the purpose of preventing the spread of animal diseases, specialists of the Department of Agriculture stationed at market centers during the last fiscal year inspected 22,063,290 cattle. Of this number 24,628 were dipped under the department's supervision, so that they might continue in interstate commerce. Sheep to the number of 23,472,528 also were inspected for communicable diseases, and of these 2,744,481 were dipped to comply with the regulations of the department or of the states of destination. Swine inspected numbered 39,754,970, of which 574,558 were vaccinated against hog cholera for distribution as feeding or breeding animals.

FLORIDA TO PRODUCE IMPROVED GRADE OF CATTLE

A STUDY of beef-cattle production on the ranges of Florida undertaken by the Department of Agriculture shows that in the representative county of Palm Beach approximately 12½ acres are required to carry an animal through the year. It also has been found that a calf crop of 50 to 60 per cent may be expected annually; that rapid improvement of the native stock can be made by the use of pure-bred bulls; that the mortality is no higher on these ranges than on western ranges; that the use of nitrogenous concentrates in connection with winter grazing offers the most practicable solution of the winter-feeding problem; and that utilization of the native grasses, with the object of gradually improving the pastures, may be considered one of the chief problems.

It appears that the ranges can best be utilized in units of considerable size. Ten thousand acres has been taken as a convenient unit on which to base estimates.

HOW TO CURE MUTTON

MORE MUTTON would be consumed in America, in the opinion of the Department of Agriculture, if our farmers realized generally, as those of Europe long ago discovered, that cured and smoked mutton is as delicious as pork. At present only 3.9 per cent of the meat used in the United States is lamb or mutton. This is partly due to the fact that there is a popular impression among farmers that after a sheep is slaughtered the only domestic use for the flesh is eating it while it is fresh.

For the purpose of finding some way of obviating this difficulty, experimental work in the curing and smoking of mutton has been done recently by the Bureau of Animal Industry. The following directions for home curing are given:

The time to begin curing is when the meat is cooled and still fresh. The proper time is from twenty-four to thirty-six hours after killing. Because of the high shrinkage incident to curing, only large pieces, such as legs and shoulders, are suitable for treatment.

Mutton may be cured by using any good brine formula, but dry-cured meat is better for future use than brine-cured and requires less work. The following method of dry-curing is advocated:

For each 100 pounds of meat use 7 pounds of salt, 3 pounds of sugar or sirup, 2 ounces of saltpeter, 2 ounces of red pepper, and 3 ounces of black pepper. Mix all ingredients thoroughly; then rub the mixture well over the meat, and pack it away in a box or on a table. Allow one and one-half days' cure for each pound of meat which the pieces average. After the meat is cured, hang it in the smokehouse.

THE MARKETS

LIVE-STOCK MARKET AT BEGINNING OF FEBRUARY

BY JAMES E. POOLE

CHICAGO, ILL., February 1, 1921.

"**B**ULK OF STEERS sold at \$7.50 to \$8.50 per cwt.," read the government report one day late in January. It had a familiar 1915 sound. These were the grades of steers worth \$16 to \$18 on the high point of last October, from which most of the measuring is done at present. An occasional rally during the month created false hope, stimulated feeders to order cars, congested the market, and put values to still lower levels. February found the market as demoralized as it has ever been. Commission-house "dope," proverbially optimistic, developed a tone of despair. Feeders were informed that they could do their own guessing; many concluding that a steer sold was well disposed of, regardless of what it realized. Chicago was full of beef from the turn of the year until the inception of February, the short month promising to furnish its full quota. At outside markets plenty of fat cattle materialized, and, as stocker demand was somnolent, killers were under their implied obligation to clear the crop. At Missouri River markets a little Pacific coast demand developed, but not enough favorably to influence the whole mass. From behind constant supply pressure was exerted, commission-house files carrying reams of when-can-we-load-our-cattle pleas. Not a favorable symptom developed all through the month of January. Chicago received 330,000 cattle, and the ten principal markets 840,000; against 291,000 and 984,000, respectively, last year. But these figures do not indicate the burdensome nature of supply, as the country was a sparing buyer at all times; whereas a year ago it bought cattle greedily, competing with killers on fleshy steers. The industrial situation developed from bad to worse, Hank Ford shutting down his justly celebrated Detroit plant, and railroads serving the industrial territory between the Missouri River and Chicago accumulating idle rolling-stock until 25 per cent of it was lying on side-tracks. On February 1 building operations were practically at a standstill all over the United States, and will be until wage adjustment has been effected. Forty per cent of the woolen machinery and 60 per cent of the shoe machinery was idle all through January, no set of pay-rolls apparently being maintained at war-time volume, except that of the office-holding, tax-eating class. Never has a similar set of conditions proved favorable to the beef market, and the rule is in full working order.

Steer Market Lowest in Six Years

At the inception of February the steer market was at the lowest levels in six years. A comparison follows:

	Bulk	Top
1921.....	\$ 7.50-\$ 8.75	\$ 9.25
1920.....	12.00- 15.75	16.75
1919.....	15.00- 18.00	19.75
1918.....	12.00- 13.75	14.30
1917.....	9.50- 11.50	12.10
1916.....	7.75- 9.35	9.75

Nor does this tell the full story, as fat cows above \$6 were rare, an occasional load of prime Kosher stuff selling up to \$7. Few fat heifers passed \$7.50, and \$6 was considered a good price for any kind of a fat bull. The canner and cutter market was on a \$3.25 to \$4.50 basis, and veals sold largely at \$11 to \$12.75; that market being ripe for the usual February slump when the dairy districts disgorged. Dressed beef was a cheap

commodity, but, in competition with still cheaper pork, it fought a losing battle in distributive circles. This was sensed by cattle salesmen early in the year, when buyers admitted that their orders were to get so many cattle and no more, the policy of the average killer being to take on no more beef than could be promptly disposed of. Fortunately eastern killers were under the necessity of buying a considerable number of cattle at Chicago, their presence at the market being immediately indicated by activity; but at all times the movements of the Big Four were sluggish; at times they were practically out of the market, necessitating a heavy carry-over. Whenever the least symptom of firmness developed, feeders clamored for cars, setting up another case of more or less acute indigestion. Encouraged by an occasional hard spot, commission houses jumped to the conclusion that low spot had been uncovered, only to be disillusioned by another break.

At the beginning of 1921 choice bullocks were quotable to \$13.25; the last week of January found \$10 an outside quotation, and \$9.50 was a doubtful price at the end of the month. Each week eliminated the previous high figure from the quotations. The trade was surprised at the number of prime bullocks that could have been cashed at \$17.50 to \$18.25 last October. The last week of January a buyer took the writer to view a drove of bullocks at \$8.65, which, he asserted, were practically identical, as to both weight and quality, with steers which he purchased at \$18.35 in October. Feeders carried such cattle over with the obvious expectancy of further appreciation, and are entitled to little sympathy under the circumstances. Had they cashed at the opportune moment last fall, there would probably have been no \$18 cattle; consequently they were victims of their own cupidity. But the facts are interesting and speak eloquently for themselves. Fortunately the loss was well distributed; otherwise it would have been disastrous.

Winter feeders, pursuing their usual methods, have been involved in distressing manner. Practically all the steers marketed in January and to go to the shambles this side of March 1 figure in red ink this year. An illustration will suffice. A Wisconsin operator cut a drove of 600 head in October, marketing the beef at \$12 to \$13; putting the balance on corn. The first draft of the corn-feds sold about the middle of January at \$9.75; the last, at \$8.40; quality and condition averaging about the same. Thousands of steers sold \$2 to \$3 per cwt. below cost when laid in, feeders losing their corn crop and in many cases something additional. Results show that this was unavoidable. Had money been available in unlimited quantities last fall, the case of the feeder would have been even worse. "Tight money saved the day for the Corn Belt feeder on this occasion," said C. A. Mallory, of Omaha. "Had feeders been in funds, they would have put in two carloads where one was bought, and speculators would have yielded to the lure of cheap corn by taking a long chance. All through October, November, and December they clamored for cattle money at banks and commission houses at Missouri River markets, and when they got it they lost their corn crop, at least, by the investment. The commission man advising against cattle-purchasing lost customers."

To make matters worse, everything wearing a hide got fat this winter with surprising, if not unparalleled, celerity. By the second week of January the run was on an all-beef basis. Iowa and Illinois dumped into the hopper at Chicago, day after day, an array of steers, dressing 58 to 60 per cent, that would have done credit to a stock show. Killers complained of an excess of condition. A short time previously they had clamored in chorus for something cheap; January developments put everything in the category of cheap commodities, except scallawags, which maintained a slight premium based on dressed cost. As the government report, quoted above, said, "the bulk sold at \$7.50

to \$8.50 per cwt.;" and above \$8 they were beef. Nature favored the feeder in one sense, injuring him in another, by putting the crop in condition for the shambles several weeks in advance of the usual schedule.

Again tight money was a factor. Country bankers adopted the uniform policy of refusing to renew maturing loans, on the theory that liquidation was inevitable, and the longer cattle were carried the less money they would eventually realize. In many instances cattle failed to net more than enough to defray the original stocker bill. "I am sending you a load of cattle; if anything is left, send it to me," wrote an Iowa feeder late in January to a Chicago commission house. As all but \$11.60 went to the bank holding the lien, he got little. He bought his stockers high; but in this respect he had plenty of company. One result of this experience is that bankers are insisting on chattel mortgages instead of personal notes, and where the security is not ample they require feeders to furnish 25 per cent of the stocker money—a policy calculated further to restrict feeding.

Summarized, the steer market entered January on an \$8.25 to \$11.50 per cwt. basis, so far as the bulk of steers was concerned, with a \$13.25 top; reaching February with the bulk on a \$7.50 to \$8.65 basis, with a \$9.50 top possible, but doubtful. What its performance during the ensuing sixty days is likely to be, none in the trade—at least those with any regard for their reputation—are attempting even to guess.

Hogs Heading for Higher Levels

Killers' eight-cent-hog campaign never reached the fruition stage. Approximately 3,000,000 hogs were marketed at the ten principal points during January—or 300,000 less than a year ago—of which a million, in round figures, reached Chicago; but not a single drove was put up by packers in that market below \$9. The average cost of the million head was \$9.40, the top reaching \$10.25.

Competition was keen at all times, eastern killers invading the Chicago market at frequent intervals, taking the price-making function out of the hands of the big packers. Whenever the latter were in a position to buy below \$9.25 they purchased greedily. February found the market at the highest level since December, 1919, and, in the opinion of a majority of the trade, headed for still higher levels. Consumption of all kinds of hog products is enormous; considerable quantities of meats and lard are going to Europe; and, when the residue of the 1920 pack, sent across the Atlantic last fall, has gone into distributive channels, the European draft on American stocks will increase.

Packers may be able to hold the market on a \$9.25 to \$9.75 basis during February, as another one-month run of 3,000,000 is not improbable; but along in March a sharp advance is expected. With their cellars full of product, packers will not be adverse to such an appreciation, as it will put them in possession of substantial inventory profits; also stimulate hog production, which is within the scope of their policy and program. Not long since a raise-more-hogs session was held by the National Swine Growers' Association, at which President Stone stated that funds to prosecute such a campaign could be secured from the packers, if desired.

Hogs are paying well for the corn they consume, at market prices, which is responsible for increasing weight. The crop is short in a numerical sense; but, when weight is reckoned with, it will probably yield as much tonnage as that of last year.

Evidently the territory between the one-hundredth meridian and the Pacific coast is short, as western killers are picking up hogs in considerable numbers in Nebraska and Kansas. The mountain and Pacific coast country resented price discrimination during the war by liquidating breeding stock.

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Eastern hogs were closely marketed during January, and, unless something unforeseen happens, choice lights will sell at \$12 on the Chicago market this side of the June break.

Sheep-Raising an Unprofitable Game

What happens to the sheep- and lamb-feeder this season? He gets it in the solar plexus. Corn Belt feeders are wrestling with figures indicating losses of \$2 to \$4 per head, as they got in early, before the market was literally shot to pieces. Colorado will swallow a dose of even more unpalatable medicine during February and March, when the bulk of the stuff in feed-lots adjacent to Fort Collins, Greeley, and Eaton will be marketed. The Scottsbluff section of western Nebraska is in luck, as it fed lightly. The Arkansas Valley did not overplay, moved early, and evaded the full force of the blow.

Choice lambs were worth \$12.50 per cwt. in Chicago early in January; by the end of the month \$10.50 took the best. Thousands of heavy lambs (and Colorado has that kind this year) sold at \$9 to \$10. Last year big lambs were popular, as pelts were worth around \$4 each, and the more wool an animal carried, the more readily it sold. With pelts under the dollar mark, the last thing a killer wants is either wool or skins. He can sell meat and get his money back; by-product goes into the cellar.

Just how many lambs northern Colorado has to market this side of May 1 is unknown; but there are enough, and some to spare, in the present condition of the market. Any tangible results of the eat-more-lamb campaign have disappeared, and there is an accumulation of 68,113,000 pounds of frozen New Zealand lamb and mutton lying in storage at the Atlantic seaboard to be reckoned with, hanging as a menace over the domestic producer. Holders of this enormous and unprecedented stock are not crowding it into distributive channels, for the reason that any attempt to do so would be disastrous. They are feeding it out in limited quantities, confident that when the Colorado lamb crop has been disgorged frozen stuff will be more salable.

With heavy Colorado lambs selling at \$8 in Denver, \$8.50 in Omaha, and \$9 in Chicago, it is evident that feeders are up against the "real thing." The blow is mitigated, however, by the fact that many of them have the profits of several past profitable seasons to draw on. Some of the big operators, who laid in corn early at the high prices of the season, will have no difficult task when the time comes around to file next year's income-tax statements. February will be a bad month, as the Colorado movement did not get well under way during January, lambs are heavy, and there is a disposition to get out from under.

January trade vicissitude was due to several handicaps, among them the demoralized wool market, cheap cured and fresh pork, mild weather (which is always adverse to lamb and mutton distribution), and continuance of liquidation of native flocks east of the Missouri River. Receipts at western markets were light, but a run of 400,000 at Chicago, and correspondingly heavy receipts at Buffalo and other eastern markets, injected demoralization. Commission houses, deceived by a healthy market early in January, sent out reams of the worst-is-over literature—only to realize that they were false prophets. Toward the end of the month Chicago accumulated a stale stock of 15,000, and the big feed-lots adjacent to that market were gorged with held-back stuff. Buffalo was constantly glutted, Chicago getting a heavy movement of natives from eastern territory. Chicago January receipts were 110,000 heavier than a year ago, whereas everybody in the trade expected a sharp decrease. Despite the light run at Missouri River markets, ten points scored 155,000 more than last year, or close to a million head.

The fact is now apparent that feeders were bought too high. Many heavy Colorado lambs sold on the Chicago market late in January at \$9 to \$9.50 per cwt., that lost feeders \$4.50 to \$5 per head. This money was dissipated when they were laid in last fall.

Farmers east of the Missouri River are getting out of the sheep game with all possible celerity. They listened—not wisely, but too well—to the siren song of the raise-more-sheep enthusiast in 1918 and 1919. Prediction of \$15 lambs and dollar wool had an alluring sound, stimulating demand for female stock at absurd prices, much of which has been cashed at heavy loss. Just a year ago a raise-more-sheep convention was held at Columbus, Ohio, at which a movement was launched to put 6,000,000 head into the Buckeye State; at present a raise-more-sheep suggestion would likely result in mob violence.

And yet this is probably a good time to get into the game. There has been a quiet demand for breeding-ewes at \$4 to \$5 per cwt., indicating that somebody believes in the revenue-producing capacity of the sheep. Present conditions will work to the advantage of the range breeder, relieving him of the unquestionable handicap of farm production. The logical place for sheep is, obviously, not on Corn Belt farms or in the hands of those lacking sheep knowledge.

Wool Market Still in Hibernation

Writing intelligently on the subject of wool is impossible. The trade talks optimistically, but is far from elated. Such wool sales as were consummated during January were done over a bargain counter. One hears much talk of improvement, but it is largely prospective when analyzed. If wool were salable, it would be on a 25- to 35-cent basis—prices that look low enough, especially when production cost is considered, but still above those at which foreign wools of corresponding grades can be laid down at the Atlantic seaboard. Difference of opinion may exist concerning the world's stocks, but there will be no dispute when the statement is made that some people's conception of scarcity was a myth. There is wool enough and to spare everywhere; the major part of the 1920 clip is still unsold and

in the original package; and each week brings growers and the trade nearer to the problem of financing and handling the 1921 clip. Advancing such argument as that "the statistical position of the market is sound" affords no consolation to the grower; nor is there much basis for the claim that a majority of the people of the United States are short of clothing. Optimism is good enough in its way, but it does not make sales. Monthly consumption in the United States has dwindled to about 35,000,000 pounds, grease equivalent, compared with 73,000,000 pounds in January, 1920; and no sign of expansion is detected.

Hide Trade a Shade Easier

Hides are moving somewhat more freely than a month ago, although, especially in the case of country stocks, the accumulation is enormous. Packers are selling considerable quantities, and at the new scale of prices tanners show a disposition to resume operations. The following comparison of prices will be of interest at this juncture:

	Current (Cents)	Jan., 1920 (Cents)	Jan., 1914 (Cents)
Buffs	10-12	28-30	15½-15½
Extremes	10-13	38-40	16½-16½
Branded	6-7	20-21	14-15½
Calfskins	10-20	60-80	18-21

Stocks of shoes and other leather goods are being liquidated as rapidly as possible; but the public is not buying freely. When it is possible to put the retail shoe trade on a \$5 to \$8 basis for the better grades, cobblers, who are working night shifts all over the country, will be less prosperous. Labor is still somewhat intractable, but is gradually reaching a state of mind where it will accept lower wages as inevitable. Wage cuts of 10 to 20 per cent have been made in some plants, and in the case of tanners 25 to 30 per cent.

Calfskins, which dropped 86 per cent in the sixteen months from August, 1919, to December, 1920, or from \$1 to 14 cents, have reacted and are now realizing 17 cents; but this is 2.8 cents below the average of 1913-14.

No substantial advance in raw materials or finished leather can be expected, in the face of large stocks; but the trade exhibits a healthier undertone than three months back, and will pick up the moment the public resumes buying in a normal manner.

THE KANSAS CITY MARKET

BY SAMUEL SOSLAND

KANSAS CITY, Mo., February 2, 1921.

IT IS NOT NECESSARY to scan figures to learn that fortunes are being lost by cattle-feeders of the Southwest on the Kansas City market. Nor is it necessary to make inquiries to learn that demoralization prevails in the trade in practically all classes of live stock, with the possible exception of hogs. The faces of commission men, feeders, and breeders on the yards tell the story. They reflect what is happening—the sale of good, heavy steers at \$7.25 which cost \$10 to \$12 when thin last year, and the surrender in many instances of property accumulated after years of effort—this being necessary to retire loans.

But stockmen are still hopeful. No market is in a better position to demonstrate this than Kansas City. In its stocker and feeder transactions the past month it again experienced more activity and relatively higher prices than finished cattle displayed at any time. In fact, stockers and feeders outsold finished cattle, fat on steers actually being at a discount at times. Only in the last week has the stocker and feeder market slackened appreciably. This branch of the trade in cattle is being powerfully supported by the low prices and immense

supplies of corn and other feedstuffs. It is feeling what might be described as a panic on the part of farmers to get rid of feed. In the meanwhile no contraction in the movement of the already excessive supply of fed cattle is in sight; instead, the present month promises larger receipts.

For the first time in many years, Kansas City has thus far witnessed almost no range-cattle trades or summer-pasture leases in anticipation of grazing operations. The money situation has improved to a degree, but a condition of strain still prevails. This is one hindrance. But the large operators, who have no feed, are at sea as to prices of thin cattle and the worth of grass, and slow to attempt to enter the business even if financially able. Predictions are made that the movement of range cattle to the summer pastures of Kansas the coming spring will show a shrinkage of 50 per cent from last year.

Idleness of many laborers and the wave of economy over the country account for the demoralization in fat cattle, commission dealers here believe.

Hogs are making relatively the best showing. As a result, farmers loaded with feed gladly pay \$10 per hundredweight for stock pigs, while many heavy hogs bring only slightly more than \$9. Demand for stock hogs is considerably in excess of current offerings.

At the sheep barns it is stated that Colorado has only begun to make shipments of fed lambs. Losses of \$3 to \$4 a head on this stock are numerous. Losses of \$50 to \$75 a head on steers are also numerous.

Cattle-feeders and the finishers of lambs at least have some outlet for their stock, even if they are forced at times to wait a day or two days to find a buyer. At the mule barns even an outlet is lacking. Mules which have been on feed since last August are still unsold, owing to the lack of purchasing power among the cotton-planters of the South. After having fed mules which cost \$200 to \$300 a head for six months or more, dealers are wondering if they are going to find it necessary to ship them back to pastures and wait another year for a market.

An "optimist club" is being fathered on the yards, but it is making matters worse, except for the stockmen in a position to sell stockers and feeders. What is needed is an intelligence club—a club that will look coldly at the facts of industrial and financial depression arising from the serious plight of Europe, and a club that will encourage caution and helpfulness essential to the restoration of healthy market conditions.

The price of cabbage has dropped 41 per cent, but as usual the cigar dealer says the retailer will not feel the effect for some time.—*San Diego Tribune*.

There wouldn't be any danger of a food shortage this winter if we could put all the politicians to hoeing corn and sowing wheat.—*Charleston News and Courier*.

LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES showing receipts, shipments, and slaughter at sixty-five markets for the month of December, 1920, compared with December, 1919, and for the twelve months ending with December, 1920, compared with the previous calendar year:

RECEIPTS

	December		Twelve Months Ending December	
	1920	1919	1920	1919
Cattle.....	1,392,383	2,170,298	22,097,589	24,517,864
Hogs.....	4,194,951	4,961,389	41,949,741	44,243,376
Sheep.....	1,566,257	2,432,022	23,470,199	27,133,568

SHIPMENTS*

	December		Twelve Months Ending December	
	1920	1919	1920	1919
Cattle.....	650,464	971,689	9,747,916	10,669,406
Hogs.....	1,520,164	1,617,305	15,149,005	14,156,334
Sheep.....	709,561	1,212,746	12,493,417	14,468,438

*Includes stockers and feeders.

STOCKERS AND FEEDERS

	December		Twelve Months Ending December	
	1920	1919	1920	1919
Cattle.....	273,904	467,033	4,041,056	5,267,954
Hogs.....	37,468	69,069	712,834	876,634
Sheep.....	258,813	724,657	5,169,932	6,939,028

LOCAL SLAUGHTER

	December		Twelve Months Ending December	
	1920	1919	1920	1919
Cattle.....	784,882	1,190,845	12,181,844	13,616,870
Hogs.....	2,680,157	3,340,511	26,741,180	29,996,190
Sheep.....	891,417	1,212,676	10,979,516	12,641,579

FEEDSTUFFS

PRICES ON COTTONSEED CAKE have been steady at the low level reached on the present decline. Cake or meal of 43 per cent protein content is selling early in February at Texas common points for \$23.50 per ton. This is 50 cents less than a month ago.

The hay market is dull. Receipts at all points are comparatively light. Prices at Kansas City: prairie, No. 1, \$14 to \$15; No. 2, \$10.50 to \$13.50; alfalfa, choice, \$24.50 to \$25; No. 1, \$23.50 to \$24; standard, \$19 to \$22; timothy, No. 1, \$21.50 to \$22.50; standard, \$19 to \$21; clover, mixed, light, \$20.50 to \$21.50; No. 1, \$17.50 to \$20.

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REVIEW OF EASTERN MEAT-TRADE CONDITIONS

For Week Ending January 28, 1921

GENERAL MARKET CONDITIONS

The downward trend of fresh-meat prices which has existed since the beginning of the new year was continued during the closing week of the month, and prices on all classes and grades closed at the lowest levels, with demand limited, and practically at a standstill in some markets.

BEEF

Beginning the week with prices on beef 50 cents to \$1 below those at the close of the previous week, there followed a general dulness seldom experienced at this season of year, resulting in a lowering of prices on all grades. Steer beef at Boston closed \$1 to \$2.50 lower than one week ago, at New York \$1.50 to \$2 lower, and at Philadelphia 50 cents to \$1 lower. Cow beef suffered similar declines, with the better grades affected the most. The market for bulls lacked stability, and prices fluctuated widely, followed by a sharp downward tendency. Kosher-beef trade was generally dull.

VEAL

Barring Philadelphia, where prices held steady under a fair demand, veal trade was dull and slow. New York declined \$1 to \$2, and Boston \$2 to \$3, on all grades.

LAMBS

With the demand far below normal, lamb prices declined sharply at all eastern markets. Sales generally were forced. Closing prices were \$3 lower than the previous week at Boston, \$4 lower at New York, and \$3 to \$5 lower at Philadelphia.

MUTTON

Conditions which affected lamb and yearling trade were reflected in the demand for mutton. While declines were not so sharp, all grades closed \$2 to \$3 below the previous week.

PORK

Following a dull and weak market, and a general lowering of prices, there was a heavy movement of loins to the freezers after mid-week, which had some effect on closing prices. Philadelphia made slight gains on Friday, but closed \$3 below one week ago; New York closed \$1 below, and Boston \$1.50 to \$2 below.

MARKET CLOSING

Boston closed weak, with all sales forced. There was a heavy carry-over of beef and lambs, surplus pork going to the freezers. New York closed weak to lower on all meats, with trade practically at a standstill, and a heavy carry-over both in coolers and cars unloaded. Philadelphia closed weak, with all sales forced. Surplus pork is going to the freezers. There was a moderate carry-over of other meats both in coolers and cars unloaded.

CLOSING WHOLESALE PRICES ON WESTERN DRESSED FRESH MEATS

For Week Ending January 28, 1921

BOSTON		LAMB AND MUTTON	
BEEF		LAMB:	
STEERS:		Choice	\$22.00-23.00
Good	\$15.00-15.50	Good	18.00-21.00
Medium	14.00-14.50	Medium	17.00-18.00
COWS:		YEARLINGS:	
Good	12.00-12.50	Good	15.00-16.00
Medium	11.00-11.50	Medium	14.00-15.00
BULLS:		MUTTON:	
Good	9.50-10.00	Good	11.00-12.00
		Medium	10.00-11.00
		Common	8.00-9.00
NEW YORK		LAMB:	
STEERS:		Choice	\$20.00-22.00
Good	\$15.00-16.00	Good	18.00-20.00
Medium	14.00-15.00	Medium	16.00-18.00
Common	13.00-14.00	YEARLINGS:	
COWS:		Good	15.00-16.00
Good	12.50-13.00	Medium	14.00-15.00
Medium	12.00-12.50	MUTTON:	
Common	11.50-12.00	Good	11.00-12.00
BULLS:		Medium	10.00-11.00
Common	10.50-11.50	Common	8.00-9.00

LIVE-STOCK MARKET QUOTATIONS February 1, 1921

HOGS		CHICAGO	KANSAS CITY	OMAHA
Top		\$10.25	\$9.50	\$9.20
Bulk of Sales		9.15-9.80	9.00-9.40	8.50-9.10
Heavy Wt., Med. to Ch.		9.15-9.45	8.60-9.25	8.50-8.85
Medium Wt., Med. to Ch.		9.30-10.00	8.90-9.40	8.75-9.15
Light Wt., Com. to Ch.		9.75-10.15	8.60-9.50	9.00-9.20
Light Lits, Com. to Ch.		9.80-10.15	8.70-9.60	.....
Packing Sows, Smooth		8.35-9.00	8.00-8.25	8.25-8.50
Packing Sows, Rough		8.00-8.35	7.25-8.00	7.75-8.25
Pigs, Medium to Choice		9.00-10.25	9.25-10.00	.....
Stocker Pigs, Com. to Ch.		.....	8.50-10.00	8.25-9.50
CATTLE				
BEEF STEERS:				
Med. and Hvy. Wt. (1,100 lbs. up)—				
Choice and Prime	\$ 8.85-9.75	\$8.15-9.25	\$8.00-9.00	
Good	8.10-8.85	7.70-8.15	7.25-8.00	
Medium	7.40-8.10	7.10-7.70	6.75-7.25	
Common	6.85-7.40	6.30-7.10	6.00-6.75	
Light Weight (1,100 lbs. down)—				
Choice and Prime	8.85-9.75	7.90-9.00	7.75-8.75	
Good	8.00-8.85	7.15-7.90	7.00-7.75	
Medium	7.10-8.00	6.75-7.15	6.50-7.00	
Common	6.50-7.10	5.85-6.75	5.50-6.50	
BUTCHER CATTLE:				
Heifers, Com. to Choice	5.00-8.25	4.60-7.50	4.50-7.25	
Cows, Com. to Choice	4.40-7.10	4.25-5.75	4.25-6.25	
Bulls, Bologna and Beef	4.75-6.75	4.00-6.00	4.00-5.75	
CANNERS AND CUTTERS:				
Cows and Heifers	3.00-4.40	3.00-4.25	3.00-4.25	
Canner Steers	4.00-5.25	3.50-4.75	3.50-4.75	
VEAL CALVES:				
Lt. & Med. Wt., Med. to Ch.	10.25-13.00	8.00-11.50	8.00-10.50	
Heavy Weight, Com. to Ch.	5.00-10.00	4.00-7.75	5.00-8.00	
FEEDER STEERS:				
1,000 lbs. up, Com. to Ch.	6.75-8.25	6.50-8.00	6.75-8.00	
750-1,000 lbs., Com. to Ch.	6.00-8.10	6.15-7.90	6.00-7.50	
STOCKER STEERS:				
Common to Choice	5.00-7.85	4.25-7.50	4.50-7.25	
STOCKER COWS AND HEIFERS:				
Common to Choice	4.25-6.00	3.65-5.60	3.50-6.00	
SHEEP				
LAMBS:				
84 lbs. down—				
Medium to Prime	\$ 8.50-10.00	\$7.75-9.10	\$8.25-9.25	
85 lbs. up—				
Medium to Prime	7.50-9.75	.....	7.25-9.00	
Culls and Common	6.50-8.00	5.25-7.50	6.00-7.00	
YEARLING WETHERS:				
Medium to Prime	6.50-8.25	6.50-7.75	6.00-7.25	
WETHERS:				
Medium to Prime	4.50-5.75	4.00-5.50	4.25-5.50	
EWES:				
Medium to Choice	3.25-5.00	3.75-4.50	3.50-4.50	
Culls and Common	2.00-3.25	1.50-3.50	1.25-3.00	
FEEDING EWES:				
Medium to Good	.....	.....	2.00-3.00	
FEEDING LAMBS:				
Medium to Choice	8.00-9.50	7.00-8.50	7.00-8.50	

STORAGE HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY of storage holdings of frozen and cured meats on January 1, 1921, compared with December 1, 1920, and January 1, 1920, as announced by the Bureau of Markets:

Commodity	Jan. 1, 1921 (Pounds)	Dec. 1, 1920 (Pounds)	Jan. 1, 1920 (Pounds)
Frozen beef	120,251,763	89,718,237	261,812,398
Cured beef	22,452,735	22,447,823	37,051,619
Lamb and mutton	68,113,134	56,701,873	10,289,777
Frozen pork	93,574,486	60,007,484	55,550,951
Dry salt pork	143,658,029	114,399,738	262,619,867
Pickled pork	295,758,388	252,269,508	279,467,243
Lard	58,612,421	36,683,483	62,613,764
Miscellaneous	75,506,246	60,091,642	108,766,123

TRADE REVIEW

REVIEW OF PRESENT TRADE CONDITIONS

BY JAMES E. POOLE

FINANCE, TRADE, AND COMMERCE are still in the throes of post-bellum frenzy. Hysteria is in evidence everywhere; stability and stride are both lacking. Optimism, more optimism, and still more optimism, is the persistent scream of that element popularly credited with inditing such handwriting as goes on the wall, that those who run may read. Everything is topsy-turvy. But, fortunately, the cloud is actually revealing evidence of possessing a silver lining.

Country Paying Penalty of War Inflation

What is happening and will happen was, in the nature of things, inevitable. The community is paying the penalty of the policy of easy financing adopted by the administration, which utilized the federal reserve bank system for that purpose. No one with a pipeful of brains will attempt detraction from the merits of the federal reserve system; equally fallacious would it be to claim that the machinery of that system was used intelligently during 1919 and 1920. Had it been, inflation would not have run riot and deflation would not be necessary.

At present we are running the gauntlet of war's inevitable aftermath, aggravated by incompetence on the part of those charged with the direction of financial affairs. Order is slowly being restored where chaos recently existed. Orderly readjustment is an absurd term, as, in the nature of things, readjustment cannot be attended with order. Some phases of the problem are readjusting themselves automatically; others, particularly the railroad wage problem, will require the application of drastic measures. Already the leaven is at work.

Instability Keynote Even of Stabilizing Efforts

Current events have a stale flavor. Financial editors have ceased advertising the \$22,000,000 cattle-loan fund as the savior of the cattle industry; hope of a foreign outlet for our surplus grain, beef, pork, and mutton has faded out; the much-exploited emergency tariff, that was to lubricate the path of agrarianism, has apparently gone on the legislative rocks at Washington; wool is still unsalable; hides have apparently acquired the accumulation habit perennially, and at least part of the consuming public has acquired vegetarian habits. Live-stock markets are as unstable as ever; but the strident voice of the stabilizer, periodically lifted, is hibernating. Money is tight, and practically unobtainable when the live-stock raiser asks renewals or timidly requests a new stock-cattle loan; but Khiva, Bengal, Soudan, or any other little foreign principality can secure millions merely by furnishing the necessary bonds to pay at some period in the remote and indefinite future. Each succeeding foreign flotation disappears with much the same celerity that a "plate of wheats" is stowed away in the cavernous interior of a hired man. There is no money to finance the spring stocker movement, but plenty to replenish the depleted treasuries of Europe.

Transportation Problem Aggravating Situation

The whole program of readjustment has been halted by the transportation situation. The labor oligarchy responsible for the Adamson law is an actual menace to the economic welfare of the country, and shows no disposition to recognize the fact that the war is over. Present railroad rates, necessitated by the exactions of labor, are literally stifling commerce. Every basic commodity produced by the agrarian interest has returned

to a pre-war basis; labor, in control of the transportation systems of the country, refuses to budge an inch. Sooner or later this indefensible position must be abandoned. The \$600-a-month railroad engineer is an abnormalcy, and must be branded as such. Return to pre-war conditions in one sphere of activity, while maintaining war conditions and prices in another, is impossible. Railroad labor put its hands on the throat of the nation at a critical period; its grip must be relaxed, and the sooner the better for all concerned.

Live-Stock Values as Erratic as Ever

Stabilization of live-stock values is still a dream of the iridescent variety. Since the meeting of the Corn Belt Meat Producers' Association at Des Moines early in January the project has lapsed into innocuous desuetude. The only practical method of stabilization—maintenance of subsidiary or reserve stock-yards adjacent to Chicago, Kansas City, and Omaha, where, during periods of excess primary movements, the overflow could be held—has never received serious consideration. A rumor was current recently that the owners of the Chicago Stock Yards had secured John McQueen's plant at West Chicago for that purpose; but it proves to be a canard. The idea is by no means chimerical, however, and is hereby suggested as an effective method of preventing such gluts as demoralize live-stock prices at Chicago at irregular, yet frequent, intervals. The proposal to pool 50 per cent or more of the cattle fed in the Corn Belt, with the object of controlling the marketward movement, may have merit, but to a judge of human nature it appears impracticable. Some "nut" in Congress believes he has solved the problem by requiring buyers to specify their needs in advance. It would be as reasonable to require the consumer to designate what food he proposes to consume and in what quantities.

Meat Consumption Still Lagging

Nothing has been done effectively to stimulate meat consumption, nor is it probable that anything will be done. Retail prices have at last been materially reduced; but, as usual, the cattle-raiser got the short end of the stick, pork benefiting mostly. When the common price of hogs dropped to \$9 per cwt. and pork loins retailed at 20 cents per pound, everybody went on a pork diet, to the exclusion of beef and mutton. This, of course, will not continue indefinitely, but, owing to prohibitive prices, the public had been "off" pork so long that it indulged in a veritable orgy. Restaurants and hotels are still on a Hoover war-time basis, as to both prices and portions, and an idle army of artisans and laborers is not conducive to expanding meat consumption. The eat-more-meat boosters need funds, and whence the money is coming is a problem. Packers are not disposed to furnish the sinews for such a campaign, and the proposition to put a per-car tax on live-stock movement is chimerical.

No Purchaser Found for Stock-Yards

The stock-yards have not been sold, and from present indications they are likely to remain under their present control. Sale implies purchase, and just who or what interest would put up the necessary millions to acquire these properties at this juncture is a problem calculated to puzzle the ablest financier. Confiscation is out of the question; hence regulation is the only solution of the problem. Recent happenings at Washington concerning stock-yard disposition may be accepted with the proverbial grain of salt. Whoever wants the stock-yards, if indeed anybody hankers for that kind of property, must pay; and the fact must not be overlooked that the values of such equities as exist after several tiers of mortgages have been reckoned with is doubtful. Doubtless New York and Chicago note-shavers would gladly avail themselves of an opportunity to pocket fat commissions by the flotation of several million dollars in new stock-yard securities, but the public could not be induced to swallow such an emission.

The Hamilton National Bank

CAPITAL STOCK \$350,000.00

SEVENTEENTH AND CHAMPA STREETS
DENVER, COLORADO

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4%
INTEREST
PAID ON SAVINGS ACCOUNTS

Lean Year for Packers

Arrayed in the habiliments of poverty, packers have made their annual parade. What a radically different display from that of a year ago, when the industry flaunted prosperity! This time a galaxy of hard-luck stories emanated from Packingtown. The Allied Packers report a deficit of over \$2,000,000 on 1920 operations; Swift paid dividends only by drawing on the accumulations of previous fat years; Wilson paid dividends in scrip; Cudahy did not pay anything; and Armour settled dividend obligations only by making a draft on "foreign subsidiaries"—whatever that means; the Armour annual report having proved a puzzle of the type calculated to confound the proverbial Philadelphia lawyer. The year 1920 was undoubtedly the worst since 1907 for the packers, and their annual reports did not attempt mitigation of the adversity which they encountered.

Pessimists May Lose Their Bets

Present conditions, psychological and economic, are exactly the reverse of a year ago, when the whole country was as rampantly optimistic as it is lugubriously blue at this moment. At that stage popular belief in higher prices was grounded to bed-rock; at present the average man is disposed to dispute, truculently, the fact that anything possesses intrinsic value. At that time the majority was wrong—radically wrong; inferentially it is also betting badly under present conditions. The late J. Pierpont Morgan asserted that the man selling the United States short would "go broke." Selling short at the bottom of a decline is obviously bad policy. When James J. Hill undertook construction of the Great Northern road from the Missouri River to Puget Sound during the depths of a financial depression, the wisecracks ridiculed his policy; but subsequent events demonstrated his wisdom. Such situations as developed during 1919 and 1920 enabled humanity to demonstrate its asinine

qualities; the present affords opportunity for exhibition of foresight. Selling the United States, or anything containing intrinsic value, short at this juncture would cast doubt on the mental soundness of the operator.

OUR FOREIGN COMMERCE IN 1920

BOTH EXPORTS AND IMPORTS of the United States during the calendar year 1920 were the largest in the history of the country, each being more than three times the volume of 1913—the last twelvemonth before the war—and considerably in excess of the totals for 1919. The balance of trade in our favor, however, was over a billion dollars less than in 1919. The figures for the month of December and for the whole of the two years are as below:

	December		Calendar Year	
	1920	1919	1920	1919
Exports	\$720,000,000	\$82,000,000	\$1,228,000,000	\$792,000,000
Imports	63,993,000	381,993,000	5,779,000,000	3,904,000,000
Excess of exports	\$454,000,000	\$301,000,000	\$7,949,000,000	\$1,016,000,000

We hope to be able next month to show our exports and imports of live stock and meat products for the year 1920 in detail.

EXPORTS OF MEAT PRODUCTS IN DECEMBER

BELOW ARE SHOWN the exports of meat products from the United States in December, 1920, compared with December, 1919, and for the whole calendar year ending December, 1920, compared with the year 1919:

BEEF PRODUCTS

(Pounds)

Classification	December		Twelve Months Ending December	
	1920	1919	1920	1919
Beef, canned	399,916	1,886,835	24,059,711	53,867,327
Beef, fresh	1,583,434	6,061,769	89,649,148	174,426,999
Beef, pickled, etc.	3,053,993	3,135,069	25,771,176	42,804,724
Oleo oil	6,942,277	6,008,652	74,368,344	75,585,164
Totals	11,980,620	17,092,325	213,848,379	346,684,214

PORK PRODUCTS

(Pounds)

Classification	December		Twelve Months Ending December	
	1920	1919	1920	1919
Bacon	68,784,322	58,982,754	636,678,440	1,190,297,494
Hams and shoulders	14,461,763	15,688,297	185,246,755	596,795,663
Lard	90,080,092	63,645,722	612,249,951	760,901,611
Neutral lard	1,207,693	293,316	23,238,071	22,957,137
Pork, pickled	2,691,452	4,125,550	38,724,241	34,113,875
Lard compounds	4,689,443	2,608,972	32,051,458	124,962,950
Totals	181,944,765	145,344,611	1,528,188,916	2,730,028,730

MEXICO IMPORTING LIVE STOCK

MEXICO, for many years an exporter of live stock to the Southwest, has assumed the role of importer. Recently an order for two double-decks of fat sheep was received at the Kansas City Stock Yards, and eight cars of sheep, seven cars of butcher cattle, and one car of choice hogs were bought at Fort Worth, Texas. The latter shipment went into Mexico through the entry port of Laredo, ultimate destinations being Mexico City and Tampico. This stock was bought for packers and butchers in the two Mexican cities.

NEW MEXICO CATTLE

LISTED FOR SALE

THROUGH THE EFFORTS OF THE

NEW MEXICO CATTLE AND HORSE GROWERS' ASSOCIATION

NAME	ADDRESS	STEERS			HEIFERS		COWS		OLD BULLS	CLASS	TIME OF DELIVERY	PLACE OF DELIVERY
		1 Year	2 Years	3 Years	1 Year	2 Years	Dry	With Calves				
Bohart, Field.....	Colorado Springs, Colo...	250	50		250						Mar. 15 to May 15.	Suwanee, N. M.
Bounds, Buck.....	Gage, N. M.....		60	25							June 25.....	Gage, N. M.
Carr, C. M.....	Albuquerque, N. M.....	200	50		100		50	300	25	High-Grade Herefords...	April or May.....	Perea, N. M.
Cass, C. C.....	Carlsbad, N. M.....	12					10	20		Herefords and Durhams...	October.....	Carlsbad, N. M.
Crossman, C. M.....	San Marcial, N. M.....	100	60		80						May or June.....	San Marcial, N. M.
Cureton Cattle Co.....	Lordsburg, N. M.....	900	422				400				May 15.....	Lordsburg, N. M.
Day & White.....	Buchanan, N. M.....	40	150	400						Grade Herefords...	April.....	Buchanan, N. M.
Diamond Bar Cattle Co.....	Silver City, N. M.....	300	50							High-Grade Herefords...	June 1.....	Silver City, N. M.
Dunnagan, S. R.....	Animas, N. M.....	250	20		50	100	600	100			Any time.....	Animas, N. M.
Finley & Son.....	Carrizozo, N. M.....		250	900							April.....	Carrizozo, N. M.
Gonzales, Lorenzo.....	Hilario, N. M.....	250	25	6			50		10		April or May.....	Hilario, N. M.
G. O. S. Cattle Co.....	Silver City, N. M.....	3500			1500		250	200			June 1 and Oct. 15.	White Water, N. M.
Graham, C. J.....	Cutter, N. M.....	400	30		400		200	200	30	80% Whitefaces...	May.....	Engle, N. M.
Graham, E. J.....	Engle, N. M.....	100	15	10	100		100			Herefords and Durhams...	April.....	Engle, N. M.
James Bros.....	Chloride, N. M.....	500	100				100	100	10		June to August...	Engle, N. M.
Kearney, E. N.....	E. Las Vegas, N. M.....	265	400	100	100	300				Natives (Hereford Grade)	June 15.....	Watrous, N. M.
Knox, J. H.....	Clapham, N. M.....		200							90% Whitefaces...	May.....	Clayton, N. M.
La Cuerva Farm & Cattle Co.....	La Cuerva, N. M.....	75	35		62		60	60		Angus and Whitefaces...	Spring.....	La Cuerva, N. M.
Lant, Fred.....	Glenwood, N. M.....	80	34	16						Good Grade Herefords...	About May 20.....	Silver City, N. M.
Littlefield, G. T.....	Kenna, N. M.....	250			250			100			May 1.....	Kenna, N. M.
*Lusk, John A.....	Carlsbad, N. M.....	700	400	300				350		Grade.....	Spring.....	Carlsbad, N. M.
*Lusk, Wm.....	Lovington, N. M.....	300				100		500		Grade.....	Spring.....	Carlsbad, N. M., or Seminole, Tex.
McKeen, Hugh.....	Alma, N. M.....	850	220	85	350	100	350				May 15 to June 15.	Silver City, N. M.
Mitchell, T. E.....	Albert, N. M.....		1300			400			200	Herefords...	Spring.....	Roy, N. M.
Parks, B. F.....	Hillsboro, N. M.....	60	50	10	60		50				May 15 to June 15.	Oseola, N. M.
Robinson, I. L.....	Maxwell, N. M.....		30		30	30		30	3	Registered.....		Maxwell, N. M.
Shelley & Clark.....	Cliff, N. M.....	500	400	40	100		200	25	25	Good Grade Herefords...	June 1.....	Silver City, N. M.
Smith, T. O.....	Taos, N. M.....	100			70	10				Herefords and Durhams...	Any time.....	Taos, N. M.
Sullivan, F. M.....	Bloomfield, N. M.....	80	80	10	12	10	65		3	Good Cattle.....	June 25.....	Bloomfield, N. M.
Turney, C. T.....	Mealla Park, N. M.....		2000	800				2000	60		Spring.....	Leasburg, N. M.
Van Bruggen, W.....	Maxwell, N. M.....			100							Any time.....	Maxwell, N. M.
Wilson, J. E.....	Ancho, N. M.....	85								Herefords...	May 1.....	Ancho, N. M.
Woodrow, Henry.....	Cliff, N. M.....	15									June.....	Silver City, N. M.
Woodrow, S. J., Mrs.....	Cliff, N. M.....	16	10		15		10	15			June.....	Silver City, N. M.
York, George.....	Glenwood, N. M.....	60	5		60		15		3	Good Grade Herefords...	About May 20.....	Silver City, N. M.
York, G. & Tipton, C. E.....	Glenwood, N. M.....	145	13		85	10	20		4		June 20.....	Silver City, N. M.

*Care of National Bank of Carlsbad, Carlsbad, N. M.

Those interested should communicate with owners direct at addresses given above.

ARGENTINE WOOL STOCK LARGE

OWING TO THE MARKED FALLING-OFF in the demand for raw wool, large stocks of it are piling up in Argentina, according to *Dun's Review*. This is especially true in the southern territories of that country, where sheep-raising constitutes the chief industry. During the war there was a market for all the wool produced, England being an especially good customer. Since the cessation of hostilities, however, England has been able to transport all the wool she needs from Australia and South Africa, and there has been little demand for the Argentine product. A small part of the 1918 clip is still in growers' hands, while the greater part of the 1919 clip and practically all of the clip of 1920 remains unsold. Prices now are only about 50 per cent of those ruling during the war years.

Wheat-harvesting in Argentina began in the first days of December and extended well into January. What the yield will be cannot yet be accurately estimated, but it is believed that, making allowance for the reduced area sown, it will be well

up to that of last year. The bright prospects, however, have not influenced the prices of wheat, as might have been expected. This is largely due to the prevailing idea that every bushel of wheat which Argentina can spare will be demanded by foreign countries.

On January 19 the export surtaxes of 4 pesos per 100 kilos on wheat and 5 pesos on wheat flour were removed. (One peso equals 96.5 cents at par, and one kilogram is equivalent to about 2.2 pounds.)

MEXICO TO FIGHT CATTLE DISEASES

PRESIDENT OBREGON of Mexico is alive to the necessity of improving the cattle of his country. A government decree has recently been signed compelling breeders of that republic to take measures for the prevention and extinction of bovine diseases. Cattle-owners are ordered to report to the Department of Agriculture all diseases occurring among their animals, and are thereafter required to follow the department's instructions for their treatment.

FOREIGN

ENGLISH LIVE-STOCK LETTER

BY JOSEPH RAYMOND

[Special Correspondence to *The Producer*]

LONDON, January 18, 1921.

CONCERNING THE SERIOUSNESS of the cattle-disease outbreaks in England and Wales of late it is only necessary to say that altogether in the past year there were no less than 93 outbreaks of "foot-and-mouth," as a result of which as many as 11,373 animals were slaughtered. The black record goes on; for, although for a spell the bad news is suspended, presently along come tidings of another outbreak. The country is still mystified as to the cause of the trouble. The story was widely spread that the Irish Sinn Feiners might be responsible, in view of what some of them had threatened; but, on the other hand, evidence of this has been lacking, and it is certain that the disease is pretty wide-spread at present in north Germany, and may well be communicated from there in some indirect way, such as by the bags of cattle food or other articles that come across. The whole of the British live-stock industry is now awake to the peril that besets Britain, and local precautions against infection are almost universal and varied.

It is important to see what has already been the effect of the trouble on the live-stock trade. The markets generally have received quite a shock. In London, for example, last week prices advanced all round, in spite of the inordinate dearthness already ruling. Stall-fed Norfolk cattle fetched there \$2.80 per 8-pound stone (reckoning \$4 to the £1). Shorthorns fetched only 4 cents less than that, Devons 8 cents less, while Irish cattle made up to \$2.60. At some cattle markets in the midland counties of England live-weight prices for best beef advanced 14 per cent in a week at the year end, on account of the heavy slaughterings due to disease. In the fat-sheep market in London, Downs sold as dear as 54 cents per pound (reckoning 1d.=2 cents), and long-wooled sheep were as dear. Some cross-breeds, moreover, made only 2 cents less, per pound, which is indicative of the firm tone of the markets. In the eastern counties—at Lincoln, for instance—\$4.80 per 14-pound stone was the price recorded for cattle, and 54 cents per pound for fat sheep; and this was fairly representative of prices elsewhere in the provinces. Store cattle have been a slow trade in some quarters, but very active elsewhere, and ruling prices have been anything from \$120 to \$160 in different markets, with, for example, \$180 to \$200 for some very forward three-year-olds at such places as Doncaster—an important northeast English center. Store sheep have been very scarce of late.

Fat pigs have been considerably cheaper recently. This has, doubtless, been in large measure due to the greater arrivals of fresh pork from the United States; and the home trade is watching anxiously the likely trend of this business. On the one hand, the movement of the money exchange between the two countries in favor of Britain is likely to increase the traffic and cheapen the article; but, on the other hand, the fillip given to American exports is recognized as likely to expand the internal demand for meat in the States.

An unsatisfactory position as regards the herds and flocks of England and Wales is revealed by the Ministry of Agriculture in its figures for 1920, which have just been published. The total number of cattle in the country as at June 4, 1920, was 5,547,000—a reduction of 650,000 on the year, and the

smallest number recorded since 1903. Of this total, dairy cattle numbered 2,353,000, other cattle of one year and above 2,287,000, and calves 907,000; the calf decrease being 295,500 on the year—a record ebb during the whole of the time since 1893 that this class has been distinguished in the returns. The number of cows and heifers in milk or in calf was 200,000 less than a year before; but, despite this, the total was slightly above the ten years' average before the war.

The sheep position is even more disquieting, as the total number returned, 13,383,000, is a decline of one and three-quarter millions on the previous year, which itself recorded the smallest number ever registered up to that date. Compared with the ten years' pre-war average, our flocks have been diminished by 5,330,000, or 28½ per cent; and the loss is rather greater in regard to breeding-ewes—namely, 29½ per cent.

The control of prices of fat sheep necessitated by the war tended to encourage the fattening of ewes for slaughter, and is probably accountable to a large extent for the reduction in the flocks of this country. Their restoration to their former level must of necessity be slow, but the decontrol of prices of fat sheep, combined with the high prices which flock-masters received for the wool clip of 1920, should encourage more breeding.

Unlike other live stock, more pigs were being kept in 1920 than in 1919, the total number returned being 1,994,000—an addition of 195,000, or about 11 per cent. The increase was relatively greatest in the case of breeding-sows, the total number of these being practically 290,000, or 15½ per cent more than in 1919.

The agitation for the raising of the embargo on the importation of Canadian live cattle into this country proceeds more fiercely than ever, but to all appearances the Ministry of Agriculture is maintaining its firm attitude of refusal. A big conference to be held in London has been fixed for March, and the promoters profess confidence in their ultimate victory at no distant date.

Ireland last year did a tremendous export trade in store cattle with Great Britain, the total consignments being approximately 400,000 head, as against only half that number in 1919. The aggregate consignments of Irish fat cattle last year were 454,000 head—a decrease of 80,000 on 1919. I do not hear very encouraging reports of the progress of the Irish Packing Company, the concern which was started three months ago to develop a business in dead-meat export from Ireland. Whether or not the hindrance of operations has come from political troubles I am not in a position to say, but the works are at present running slow, killing, I believe, only about 300 head per week instead of 3,000.

EUROPEAN NEWS NOTES

Germany's Meat Requirements

Germany's requirements of meats during the current year are estimated at 150,000 tons, and of raw products for the manufacture of oleomargarine, 1,000,000 tons.

German Farmers Restricting Grain Production

Methods of commandeering bread grains in Germany have been made more stringent. Traders are demanding decontrol, because the low controlled prices are discouraging production. Farmers are not seeding a full acreage. The government as yet has refused to decontrol.

British Wheat Restrictions Removed

Maximum prices for home-grown wheat have been abolished by the British Food Controller. The order requiring importers of cereals to report shipments before arrival has likewise been revoked. Importation of foreign wheat can now be made freely, although it is still desired that notice be given.

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Painter Herefords

Our herd consists of 800 Registered Herefords
Quality as good as the best. Prices always reasonable
Our specialty—Car lots of Top Range Bulls
Your orders solicited

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During the past three weeks six breeders have profited by the present condition of the cattle market and have purchased from us **AT OUR ATTRACTIVE PRICES**

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both Bulls and Heifers—the large, strong, typy, well-bred kind

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One of the greatest sons of
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(Adjoining Denver)

Where 25 years' experience has given me
authoritative knowledge of water rights

Colorado National Bank Building DENVER, COLO.

Cattle Plague in Poland

A serious outbreak of rinderpest, or cattle plague, is reported from Poland. The disease is believed to have been introduced deliberately by the Bolshevik army of Russia, which is alleged to have driven herds of infected cattle before it. Herself unable to check its spread, Poland has appealed to other countries for aid.

Foot-and-Mouth Disease in England

The present epidemic of foot-and-mouth disease in England is the most severe from which that country has suffered since 1892. Until the beginning of December, 1920, 79 outbreaks had been reported, with 10,429 animals slaughtered. The authorities are viewing the situation with some apprehension. Apparently, it is said, the virus is constantly being reintroduced from abroad.

British Government Disposes of Australian Wool Stocks

After protracted negotiations, the British government has accepted a scheme for the disposition of its large stocks of Australian wool under which the Australian growers have assumed responsibility for marketing the entire surplus carried over from previous seasons and now held by the British Ministry of Munitions, amounting to about 1,800,000 bales of 350 pounds each. The effect of this transaction will be to put an end to the situation which has arisen by reason of the competition between the Australian wool-growers and the imperial government—the former in the primary and the latter in the secondary markets.

It is reported that during the four years ended March 31, 1919, during which the government controlled the wool trade, a profit of £13,000,000 (\$63,264,500 at par) was realized. This profit has recently been distributed, one-half being paid to Australian wool-growers and the other half being surrendered to the imperial treasury.

If your subscription has expired, please renew!

LIVE-STOCK INTERESTS IN AUSTRALASIA

BY A. C. MILLS

[Special Correspondence to The Producer]

MELBOURNE, VICTORIA, December 16, 1920.

REVISED LIVE-STOCK STATISTICS taken up to June 30, 1920, have just been issued for New South Wales—the state that carries more stock in the aggregate than any other, and also which suffered most in the last drought. These statistics show that the cattle numbers dropped from 3,280,676 on July 1, 1919, to 2,858,753; sheep, from 37,381,874 to 28,890,040; horses, from 722,723 to 648,469; and hogs, from 294,648 to 240,998. The figures indicate how terribly hard stock-owners generally, and sheepmen in particular, were hit by the bad season. Perhaps the most remarkable thing is the way in which they always come up smiling after such knocks. The drought extended over two years, during which many lost more than half of their stock, paying huge sums to keep the balance alive; and yet today one hardly ever hears a word of complaint. Of course, a few went to the wall, but the majority are simply bucking in to make up lost ground.

One wishes it were possible to say the same about city workers. They have had their good time, with high wages, etc.; and, now that the country generally is feeling the financial pinch, they are looking round for somebody to blame for the prevailing high cost of living. As the primary producer is least able to hit back, he is to be made the scapegoat. At a conference of delegates from the unions engaged in handling and transporting foodstuffs, held in Melbourne last week, it was decided to ask the federal and state governments to fix the prices of meat, butter, and wheat for home consumption. The proposal is that "such prices shall be based on the cost of production, which shall be ascertained by inquiry." They were willing to allow that trade-union wages and conditions should be guaranteed to all labor, including the family of the farmer, engaged in the production of such commodities, and

that a "reasonable profit" be added to the cost. This is not necessarily so much hot air. The unions represented at the conference might, if they acted in concert, prevent the interior transport and overseas export of all foodstuffs. The obvious object of the meeting was to force down the price of bread and meat consumed locally, and, unless the move is handled very carefully, it may lead to serious trouble. The suggested inquiry into the cost of production is merely a sop thrown out to the farmer and cannot be taken seriously. Anyhow, it is quite impracticable.

Seasonal conditions continue highly favorable to the stock industry over the great bulk of the continent. Monsoonal rains have started in the far north, and elsewhere storms are keeping things going. The markets are being well supplied with fats; but there is no glut, and values remain firm. The frozen-meat exporters are buying any lambs there may be offering over and above local butchering-trade requirements, and graziers absorb the surplus sheep and cattle for restocking purposes. The following prices obtained last week in the various metropolitan markets: Melbourne—prime heavy bullocks suitable for the best trade, \$120 to \$140; good to medium, \$85 to \$115; best fat cows, \$77.50 to \$85; prime cross-bred wethers, \$8.20 to \$8.75; ditto ewes, \$6.50 to \$7.50; best Merino wethers, \$7 to \$8.20; ditto ewes, to \$6.75; prime lambs suitable for freezing for export, \$6.75 to \$7.70, with a few higher. Sydney—prime weighty bullocks, to \$100, with a few higher; light to medium ditto, \$75 to \$90; cows for the block, about \$70; prime cross-bred wethers, \$5.75 to \$7; ditto ewes, to \$7; prime Merino wethers, \$7.20 to \$8; ditto ewes, to \$7. Brisbane—extra prime bullocks, \$87.50 to \$90; prime ditto, to \$85; fat cows, to \$70; prime cross-bred and Merino wethers, to \$7.25.

The high values of stock ruling during the war and until recently have led to a revival of the ancient vice of cattle-duffing (stealing) in north and western Queensland. Many of the holdings in that far-back district comprise over 1,000 square miles of lightly stocked country. Usually only a few hands are necessary to work the place, and consequently close supervision of the herds is impossible. The duffers appreciate this and lay their plans accordingly. They are always on the lookout for the chance to pick up clean skins, shadowing a mob when mustering as a crow watches a bog. They are not adverse to stealing beasts that may be indistinctly branded, or those with brands that can be easily changed to something else; but clean skins are their chief quarry. These are too few on well-managed properties, unless young calves are included; and it is here that the chief trouble comes. In the old days calves running with their mothers were usually avoided, because the cows would follow their young and put the plant away. Nowadays they take the calves; and if the mothers follow they are mercilessly shot. In most cases the men concerned in the thefts are brazen and vindictive to the extreme when an effort is made to bring them to book. As a protection, graziers have formed an association through which the country is policed and prosecutions are launched. Even then it is often difficult to get anybody to give evidence, as on

more than one occasion a man who has appeared in court against the thieves has afterwards found a number of his stock lying in his paddocks deliberately poisoned or shot.

Most of the meat-packing plants in the southern states are at present freezing lambs for export. Only relatively small numbers are being treated. Shippers would like to handle more, but the stock is not in the country. Beef is still too dear to export in the south. The beef-export season in the north will probably start about the end of February. Shipments of frozen meat overseas during November were on a small scale, totaling but 8,250 quarters of beef and 48,000 carcasses of mutton and lamb.

The new meat season has just opened in the North Island of New Zealand. Freezing-works in the South Island expect to start operations early in the new year. Although heavy shipments are made each month, there yet remains a considerable quantity of old meat in cold store waiting export. At the beginning of December stocks were equal to about 1,500,000 sixty-pound freight carcasses. November exports were 707,000 carcasses of mutton and 208,000 carcasses of lamb, of which 106,000 carcasses of mutton and 173,000 lambs were consigned to New York on two boats. These two shipments bring the total quantity of frozen meat sent to the United States from New Zealand since March up to 2,393,000 carcasses of lamb, 280,000 carcasses of mutton, and 600 quarters of beef.

An official return shows that last season 256,459 head of cattle, 4,658,879 sheep, and 3,139,459 lambs were slaughtered at the various meat-packing plants in New Zealand. It is rather wonderful that a country carrying 24,000,000 sheep can spare for export nearly 7,800,000 in any one year. An average year's output is somewhere about 6,000,000 carcasses.

NOTES FROM CANADA

Live-Stock Values in 1920

General belief to the contrary, reports the Dominion Live Stock Commissioner, the average price paid at Toronto for live cattle during 1920 was 57 cents higher per 100 pounds than the average paid in 1919, and the average price for hogs was 75 cents higher. A general revival of production throughout Canada, as indicated by a heavier movement of stockers and feeders, is declared to be under way, stimulated by the plentiful supplies and low prices of feed.

Year's Receipts at Canadian Markets

Receipts of meat animals at the eight leading stock-yards of Canada (Toronto, Montreal [two], Winnipeg, Calgary, Edmonton, Moose Jaw, and Prince Albert) in 1920, as compared with 1919, were as follows:

	1920	1919
Cattle	896,553	1,052,090
Calves	247,094	249,017
Sheep	603,941	598,844
Swine	686,058	906,244
Totals	2,433,646	2,806,195

Canadian Export of Live Stock to United States

Exports of cattle and sheep from Canada to the United States for the eleven months ending November, 1920, amounted to 281,567 cattle and 162,039 sheep, as compared with 485,786 cattle and 157,546 sheep exported during the corresponding period in 1919. Lower values in 1920, in the opinion of the Dominion Live Stock Commissioner, were to a large extent responsible for the decrease in cattle shipments, Canadian markets being quite often out of line with those of the United States; but lack of demand for stockers and feeders was an important contributing factor.

Buffalo Grass SHORTHORN HERD

RAISED OUT THIRTY-FIVE YEARS

Sired by the best Bulls I could buy and breed
Twenty-five Young Bulls that will sire
Market Toppers and Champions

SAMUEL BALL, Wray, Colorado

ROUND THE RANGE

BUFFALOES ON SALT LAKE ISLAND TO BE SACRIFICED

One of the few remaining herds of buffaloes, and the third largest in this country, is found on Antelope Island, in the Great Salt Lake. It numbers 230 animals. These have hitherto enjoyed complete protection, and have been multiplying. Recently, however, the island has been leased to a live-stock company. The claim is now made that the buffaloes interfere with the "development" of the land, killing young calves and destroying property. As a consequence, it is reported, the company has turned the island over to hunters, charging them \$200 for each animal killed.

It seems a pity that, if these descendants of the bison that once roamed the western plains in countless numbers stand in the way of the commercial exploitation of this parcel of land, they cannot be saved by removing them—for instance, to some government preserve.

TEXAS CATTLE HAVE NEW DISEASE

A representative of the Department of Agriculture has been investigating a new cattle disease recently reported from Texas. The ailment is locally known as "loin and back disease." The affected animals begin by showing unsteadiness of gait, but may not exhibit any other signs of illness. Within twenty-four hours of the first attack they may be unable to rise, and death may result within forty-eight hours. Frequently, however, they recover spontaneously, after having been in a helpless condition for from two weeks to a month. Most of the losses have occurred during the warmer months, from May to October.

PREDATORY ANIMALS MULTIPLYING

Predatory animals are increasing in Colorado, declare local officials of the Forest Service. That state, it is announced, now contains 26,485 coyotes, 6,965 lynxes, 2,690 black bears, 35 silver-tipped bears, 740 mountain lions, and 190 wolves. Which, we should say, is a remarkably accurate count.

According to the same census, there are in Colorado at present 38,100 beavers, 21,780 mule deer, 42 white-tailed deer, 5,640 elk, 6,720 mountain sheep, and an

indeterminate number of antelopes (of which a lone specimen roams the valleys of North Park). Beavers and elk are increasing, while antelopes are decreasing.

During 1920 there were killed and trapped, by other than officers of the Biological Survey, 4,050 coyotes, 500 lynxes, 172 bears, 29 mountain lions, and 30 wolves; besides 963 deer and 132 beavers. In addition, predatory animals were responsible for the death of 983 deer, 325 mountain sheep, and 10 elk.

LIVE-STOCK CENSUS

Returns of the federal live-stock census of January 1, 1920, have been announced from the following states, in addition to those previously published:

FLORIDA

	Jan. 1, 1920	Apr. 15, 1910
Horses	38,570	* 45,029
Mules	42,046	* 23,305
Cattle	638,981	* 750,935
Sheep	64,659	* 95,115
Goats	45,890	.....
Swine	755,481	.....

IDAHO

Horses	293,123	* 189,322
Mules	7,735	* 3,799
Cattle	714,903	* 404,518
Sheep	2,356,270	* 2,110,330
Swine	240,030	.....

MASSACHUSETTS

Horses	50,605	* 64,109
Mules	332	* 264
Cattle	216,099	* 226,845
Sheep	18,880	* 22,699
Swine	104,192	.....

WASHINGTON

Horses	296,381	* 269,501
Mules	23,091	* 11,622
Cattle	572,644	* 344,942
Sheep	623,779	* 295,264
Swine	264,747	.....

WEST VIRGINIA

Horses	169,148	* 176,530
Mules	14,981	* 11,577
Cattle	587,462	* 560,770
Sheep	509,831	* 566,952
Swine	305,211	.....

*Exclusive of spring colts, calves, and lambs.

SHEEP-RAISERS' ULTIMA THULE

As in the North Atlantic, warmed by the waters of the Gulf Stream, Iceland and the Faeroe Islands have become famous breeding-grounds for sheep, so far north in the Pacific Ocean, where the Aleutian Islands all but form a bridge between the Old World and the New, is located the western outpost of the American sheep-raising industry. Here, on the island of Umnak, more than 2,000 miles from the nearest market, his neighbors nomadic natives, his habitation one of their abandoned sod huts, a lone sheepman herds his fleecy flock.

Umnak, says a writer in the *Breeder's Gazette*, is in the same latitude as New Zealand, and about as far north as Queen Charlotte Island, off the coast of British Columbia. For many years the island was considered to be too remote to be of any commercial value, but in 1918 the Umnak Live Stock Association was formed in Oregon, and three men went out in a small boat to establish the industry.

"This was successfully accomplished, 600 head were put on shore that season, and a man was left in charge, with a supply of provisions sufficient to last one year. The entire island has been leased from the federal government for a nominal sum, the rental to be increased later as the industry becomes established. It is about seventy miles long, with an average width of fifteen miles, and it is estimated that the range is sufficient to accommodate 2,000,000 sheep.

"The temperature of Umnak Island never falls to zero, and its light snows in winter do not interfere with grazing. Stock remains out the year round, and no sheds are needed. Indeed, it would be a difficult task to construct them if they were, for there is not a tree on the island, and the only wood available is that picked up along the rocky coast. . . . Terrific winds sweep over the low-lying surface of the range, but the sheep are able to find shelter by lying down in the tall grass, which grows waist-high. The fattening quality of this grass has been fully demonstrated, as three-year-old ewes, which have had no other feed, after two years on Umnak Island have averaged 224 pounds in weight. Rain falls during the greater part of the year. . . . There are two months, however, July and August, which present a succession of long days filled with sunshine.

"Wool is shipped out every year. At present the shearing is handled by the herder, the natives [a cross between Russians and Eskimos] being broken in to do this work as the size of the flock increases. . . .

"Predatory animals are unknown on Umnak Island. The only native animal is

Slocum Cake & Feed Co.
WIRE, PHONE OR WRITE US FOR LOWEST PRICES
CAKE 649 LIVE STOCK EXCHANGE **MEAL**
KANSAS CITY, MO.

Courtesy ON Party Lines

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Maintaining

Good Telephone Service

Numerous tests have proved that five minutes are usually sufficient to complete an ordinary business or social transaction by telephone.

Courtesy in the use of a party line will enable all persons entitled to telephone service over it to receive their share.

Occasionally a conversation on a party line is interrupted by another patron. Please be courteous and receive his apology kindly. Do not retort with a "Get off the line," or a similar remark, if your neighbor accidentally interrupts.

Nor is it a kind act to compel your neighbor to wait more than FIVE MINUTES while you hold the line, unless your conversation is very important. Please remember he is entitled to an equal amount of service with you.

Telephone courtesy will enable your neighbor to complete his conversation sooner than if he is asked "if he is going to hold the line all day."

*The Voice with the
Smile Wins*

**The Mountain States
Telephone and
Telegraph Company**

the fox, which is trapped by the natives during the cold weather. Recently, however, the government has located a herd of caribou on the island. But, although the sheepman need not keep an eye out for coyotes or cougars, his charges have an even worse enemy. Umnak, in common with a number of neighboring islands, has been set aside as a federal game refuge, and the denizens of the air have certainly accepted the invitation. It is literally alive with them—wild geese, the crowbill duck and other ducks of many descriptions, gulls, crows, and eagles. The latter, which nest along the shores and at the higher volcanic elevations, are extremely troublesome. They are a constant menace, appearing at unexpected times and in unexpected places, carrying off the lambs bodily, and at times attacking the old sheep.

"Sheep-raising on the Aleutian Islands has passed the stage of experiment, and this 'last best west' will become a highly valuable fringe for the sheep industry."

HORSE MEAT

In compliance with the provision of the law that horse meat designed for human consumption must be conspicuously marked, the Bureau of Animal Industry is supplying federal meat inspectors with distinctive brands for this class of meat, says a writer in the *Breeder's Gazette*. While the Department of Agriculture disclaims responsibility for purposely stimulating the eating of horse meat, the officials readily admit that federal inspection may open channels of trade for inferior horses and invite the slaughter of wild stock on western ranges. It is reported that an initial shipment of 2,000 range horses has been received for slaughter, and that "50,000 range horses should pass over the meat block, and thence to the housewife in the form of steaks and roasts. The elimination of undesirable range horses will not only preserve feed for stock of more worthy possibilities, but will enrich the leather supply and enhance meat stocks."

"Perhaps the outstanding feature of the appropriation of \$100,000 for federal inspection of horse meat," says this writer, "is the stimulating effect that it will have on foreign trade in this product. In the absence of government inspection regulations, foreign countries will not import horse meat. With the stock of cattle and sheep depleted by war, the consumption of horse meat in European countries will increase perceptibly.

"Speculation as to the popularity of horse meat is opportune. Many factors will determine whether there will be an appreciable demand for the product. The humane and finer sensibilities of mankind will undoubtedly retard widespread slaughter of these faithful beasts of burden. The idea of eating horse meat is not popularly relished."

[True, it is not—at present, and in this country. We doubt, however, whether this aversion is wholly due to "the humane and finer sensibilities of mankind,"

and not, in part at least, to mere unreasoning prejudice. Close associations following domestication of animals seem not to have perceptibly lessened man's appetite for meat. If anything, have they not rather stimulated it? A boy will eat his pet pigeon with relish; few farmers, who have had to kill a favorite cow, have objected to a steak from her loins. And there presumably is little reason to believe that the people in Europe—the French and Swiss, for instance—on whose bill-of-fare horse flesh is a frequent item, are conspicuously lacking in "the humane and finer sensibilities."]

URBAN POPULATION OF THE WEST

Of the 105,708,771 people making up the population of continental United States, outside of Alaska, 54,318,032, or 51.4 per cent, as we have previously noted, live in cities or towns of 2,500 or more inhabitants. The percentages of urban residents in twelve western states are as follows:

State	Per Cent Urban
Arizona	35.2
California	68.0
Colorado	48.2
Idaho	27.6
Montana	31.3
Nebraska	31.3
Nevada	19.7
New Mexico	18.0
Oregon	49.9
Utah	48.0
Washington	55.2
Wyoming	29.5

BUTTERMILK GOOD FOR PIGS

Tests conducted at the Iowa Agricultural Experiment Station have shown that buttermilk is a good feed for pigs. In four trials in which from 2 to 10 pounds of buttermilk per head were daily fed to growing and fattening shoats, it was found that 100 pounds of buttermilk replaced 6 pounds of corn and 6 pounds of meat-meal tankage.

One group of pigs was self-fed on corn and tankage, "free-choice" style; another similar group was fed exactly the same ration, with the exception that it was given some buttermilk daily. Pricing the corn at 76 cents a bushel, or \$27.14 a ton, the corn replaced was worth 8 cents, and the tankage replaced, at \$85 a ton, was worth 28½ cents; making the total replacement value 36½ cents per 100 pounds.

From this it will be seen that, as corn and tankage increase in price, the buttermilk becomes more valuable; while, on the other hand, if corn and tankage go down, it decreases in value. The greatest value of buttermilk comes with limited feeding; for, when fed in large quantities, it is worth less per 100 pounds.

FARMS AND RANCHES

A Fine Sheep Ranch in Montrose County FOR SALE

200 Acres deeded land; controls unlimited outside range and water supply; two-room house, barn and sheds; all necessary fencing; fifty acres beet land, balance good farm land; one-half mile to beet dump; school truck; telephone line; also summer camp and lambing grounds in vicinity. Price, \$80 per acre; terms. Owner would consider proposition for someone to invest an amount equal to the value of the land, to stock the place with sheep on a 50-50 basis.

THE E. C. HUFFMAN
Realty and Inv. Co.
17th and Welton Sts., Denver, Colo.

Cattle Ranch FOR SALE

Desert cattle outfit for sale on reasonable basis; conveniently located as to railroads; 3,500 head of cattle; land, water, and range rights with carrying capacity of 5,000 head, together with good irrigated hay ranch capable of producing 1,500 tons alfalfa hay, centrally located; warm country; no hay required for stock cattle in winter season. This is a low-operating-cost proposition. Dealings will be with owners—no commissions nor middlemen. Would consider a proposition to deal on outfit separate from the hay ranch if preferred. If interested, address

R. C. TURRITTIN,
Constantia, California

Wanted—\$100,000

For biggest profit-making farm land development proposition in California, offering exceptional returns on the amount of money invested. Land on railroad. Full details from

H. STEIN
228 Montgomery Street
San Francisco, Cal.

In a test where the growing pigs were given all the skim-milk they could possibly take, which amounted to a little more than 32 pounds daily, the corn replacement value of 100 pounds of skim-milk was worth 25 cents.

Pigs relish buttermilk. Feeding it results in more rapid gains. It has proved to be an excellent protein supplement, and does wonders when included in the ration.

TYPE OF HOGS PREFERRED BY PACKERS

What type of hog is in most demand by the packing companies, and what type can be used to the best advantage? There seems to be a difference of opinion among breeders, some of whom favor the arched-backed and others the square-backed hog. In answer to a letter from the *Kansas Stockman*, a representative of Armour's Bureau of Agricultural Research answers these questions in the following manner:

"The hog that we ask for is what we call the 'medium butcher type,' weighing around 225 pounds; square over the top, trim in the middle, symmetrical, and smoothly and evenly finished. Such a hog provides the cuts that are in greatest retail demand, with a minimum of waste.

"We do not ask for an 'arched' back, but believe that is a requirement of the hog-breeders themselves. We have no better-shaped pork loins or fat backs from an arched-backed hog than we have from a square-backed one.

"At the weight I have quoted, we prefer a wide-backed hog, because it usually goes with a thicker loin and a higher percentage of pork loin. The deep side, of course, is very desirable, but as yet there is nothing in the market demand to lead us toward the 'bacon' ideal of the narrow back."

FAMOUS OUTLAW WOLF HITS LONG TRAIL

The "Custer Wolf," who for nine years had terrorized the country around Custer, South Dakota, has joined the pack beyond the Great River. He was the cruelest, the most sagacious, and the most successful four-legged bandit the range country has ever known.

"He loped through every kind of danger and spurned them all," says the official report of his downfall. "He sniffed at the subtlest poison and passed it by. The most adroitly concealed trap was as clear to him as a mirror in the sunshine. Old hunters, unerring shots, drew the bead on him and saw him glide away unharmed. The price on his head was \$500. Bounty hunters sought him for profit. Sportsmen put forth every device to slay him for reputation's sake. And still the old wolf went unscathed about his work of destruction."

"When he killed for food, he took only the choicest animals; but sometimes he killed in atrocious ways, for the mere sake of killing. Often he wounded cattle, breaking their legs, biting off their tails, mutilating them in unspeakable ways.

"Four years ago his mate was killed. He never took another, and many people supposed that he devoted himself to revenge for her death. Later on he attached to himself two coyotes—not as equals, but as servants. He never permitted them to come near him, and they could feed from his kills only after he himself had finished. They traveled far out on his flanks, giving him warning of ambush or approaching danger, and adding to the atmosphere of mystery that surrounded him."

His tribute, during the nine years of his career, amounted to \$25,000 worth of live stock. Sportsmen and trappers from all over the country tried to outwit him, and failed. Round-ups were no more successful. Finally, in March, 1920, the United States Geological Survey was appealed to, and one of the government's most skill-

Cattle Ranch For Sale or Rent

Forty Sections on the Powder River, in Custer County, Mont.; fenced and cross-fenced into several pastures. Or will run beef on a percentage basis.

DAN H. BOWMAN
Box D, Mitzpah, Montana

ful hunters, named Williams, was sent west. Then the story goes on:

"On April 1 Williams had his first glimpse of the wolf, but was unable to get a shot at him. The coyotes were acting as bodyguards, traveling from 100 to 200 yards on the flanks of their master. They would warn him of danger by taking flight. For a while Williams did not shoot the coyotes, hoping that he would get a chance at the wolf without having to give him warning by the shots. . . . Finally, realizing that there was no chance of getting at the wolf unless the coyotes were killed, he shot them, hoping that he then had a clear field. In this he was greatly mistaken. The wolf played hide-and-seek with him. After making a kill, he would go on some distance, back-trail for a few rods to a point where he could keep under cover, and watch the hunter on his trail. . . . At other times the wolf took to fallen timber, and so could not be tracked.

"Twice during May the wolf stepped on the jaws of traps, and on the night of July 3 he rolled into, or lay down on, one, and had a lot of his hair pulled out. This gave him such a scare that he left the country for a while. No sign could be found of him near Custer until the night of August 1, when he made his presence known by killing several head of cattle and wounding several more. Williams found some of these cattle, took

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the trail of the wolf, and followed him all day on a fresh track. This led up to the mouth of a canyon, and, knowing that the wolf would be taking a sleep after his big feed, Williams tied his horse and started in. Just then two horsemen came up,

riding at breakneck speed and calling to Williams that they had found a yearling steer killed by the wolf. Williams motioned them to go back, but they did not understand what he meant, and he was forced to return to meet them. Thus he lost the best chance he ever had of getting the wolf with a rifle. When he returned to the trail, he found the place where the wolf had bedded down to sleep. The noise made by the horsemen had given him the alarm, and he had gone back down the canyon very close to the hunter and escaped.

"Early in September the wolf stepped on a trap and was caught slightly by one foot. Apparently the trap had tipped so that it caught only one side of the foot, and the wolf was able to pull loose. He left some hair in the trap. This happened again in the early days of October.

"Williams finally got the wolf on October 11. Here is his own simple account of it: 'He stepped into a trap in the morning, and it got a good grip on him. He ran with it about 150 yards, when the hook caught on a tree; but that did not seem to stop him at all. He broke the swivel of the trap and ran on with it on his front foot. I trailed him three miles and got a shot at him, and got him.'"

AMERICAN PURE-BRED HOGS FOR FOREIGN COUNTRIES

Prediction is made that stabilized Mexico during the next few years will be a liberal purchaser of American hogs for breeding purposes. The new republic of Czechoslovakia has at present two representatives in this country looking into our swine-growing industry. Orders have been received from an agricultural college in Australia for a fourth shipment of Poland-China boars and sows. Twenty head of the same breed were recently exported to Italy.

HIGH COST OF PLANT DISEASES

Estimated losses to American farmers from plant diseases in 1919, based on data compiled by the Bureau of Plant Industry of the Department of Agriculture, were as follows: wheat, 112,000,000 bushels; oats, 50,000,000 bushels; corn, 80,000,000 bushels; potatoes, 50,000,000 bushels; sweet potatoes, 40,000,000 bushels (two-fifths of the total crop); tomatoes, 185,000 tons; cotton, 850,000 bales; peaches, 5,000,000 bushels; apples, 16,000,000 bushels. All of this waste, adds the report consolingly, might have been prevented if known control measures had been applied in time.



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STOCK INSPECTION BY AEROPLANE

In Australia, where vast stretches of grazing territory are without adequate railway facilities and where the roads are bad, stock-inspection trips inland by the air route have been found a great saver of time, we are told.

Another use for flying-machines has been suggested on that continent. Cattle-stealing, it appears, has become so serious in Queensland and the Northern Territory that ranch-owners are thinking of employing aeroplanes, manned by trained pilots, of whom there are a large number available since the war, to patrol the thief-infested districts, arrest the culprits, and bring them to justice.

WARBLE-FLY REMEDY

Experiments have been carried out in England with the object of discovering some sort of dressing which could be used to destroy warble-maggots on the backs of cattle. One dressing that is giving promising results, as we learn, is made from an infusion of 3 or 4 pounds of tobacco powder, mixed with 4 pounds of lime, in 1 gallon of water. The tobacco is soaked twenty-four hours and then strained through coarse muslin. The preparation is applied to the backs of the cattle with a cloth or brush, and should be put on twice, at an interval of two days.

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PACKING PLANT FOR URUGUAY

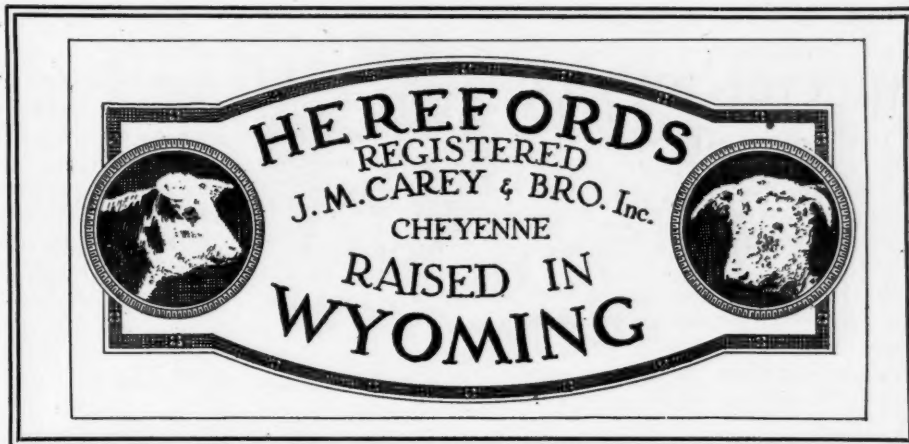
Representatives of the Uruguayan cattle industry, who have been in this country visiting the stock shows and inspecting herds, are endeavoring to interest American capital in the establishment of a packing-house in northern Uruguay. A location at Salto or some other point along the Uruguay River, they claim, would bring the packer nearer the source of supply, and river transportation would be available for hauling the meat to deep water. One concern located in Salto, slaughtering 30,000 cattle annually, which are now converted into dried beef, is willing to change their works into a refrigerating plant. These representatives feel confident that native capital is available for a considerable portion of the amount needed.

SHORTHORN ASSOCIATION OFFERS PRIZES

At its January meeting the board of directors of the American Shorthorn Breeders' Association voted to continue the appropriations for prizes for the present year on practically the same lines as in 1920. Approximately \$100,000 has been set apart for this purpose, with the prospect of additions being made as the season progresses. As the appropriations, with few exceptions, are made on the basis of \$1 offered by the Breeders' Association to \$2 offered by the various fair organizations, it is estimated that Shorthorn prizes for 1921 will reach a total of close to \$300,000.

REINDEER MEAT IS COMING

Word comes from Alaska that meat-packers at Nome will be prepared to ship at least 6,000 reindeer carcasses to American markets this year. Two additional refrigerating plants are being built at Egevik and Golvina, near Nome, and it is planned to establish a string of such plants along the coast of Alaska. The meat will be cleared through Seattle.

**COMMON SALT POISONOUS TO HOGS**

It should be borne in mind that hogs, as well as chickens, are very susceptible to poisoning by common salt, warns the Colorado Agricultural College. Some pigs that were allowed to graze in a pasture with cattle had access to a salt-lick. They licked the salt ravenously, and all but three died. In another case salt brine was mistaken for sugar-water and fed to hogs with garbage. The pigs were poisoned and died the following day.

Salt-poisoned hogs show no symptoms for several hours, when they are taken with dizziness, increased thirst, frothing at the mouth, diarrhea, and vomiting.

INFORMATION WANTED

An important function of the Bureau of Animal Industry is to give advice to stock-raisers. Some requests, however, are hard to answer satisfactorily, says the *Journal of the American Veterinary Medical Association*. Here is an example:

"Please give me a receipt that will fatten a poor mule or horse, something that will make it look fat or puffed so that they will do to trade on. If you will send me this receipt I will pay for it."

The best the bureau could do was to advise plenty of feed and good care, and no charge was made for this "receipt."

More worthy of attention was the following from a farmer in the Southwest:

"Have you any thing on hydrofobi in cattle there has bin severl died here they get mad and fite any thing in site and slobber at mouth. Can one cow anokelet an other."

BUTCHER THE HOGS AT HOME

Give them water, but no feed, for a day before killing.

Be sure the bleeding is well done before scalding, or the skin may be left too red.

A heavy blow with an axe between the eyes will stun the animal before sticking.

Scrape as quickly and as rapidly as possible after scalding.

Keep the hog moving in the barrel. If left pressed against the side, the hot water cannot get at that part of the carcass.

Do not attempt to scald with the water above 150 degrees, or you will set the hair. A good scald can be obtained at 140 degrees, but it takes longer.



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We do, however, frequently issue bulletins, fliers, bargain sheets, pamphlets containing descriptions of new merchandise, etc.; toilet goods booklets; leaflets of sanitary goods we carry in stock all the time; Royal Society leaflets; fashion sheets, etc.; and if you would like to have these regularly, fill out and return to us the coupon below, and we will place your name on our SPECIAL OUT-OF-TOWN MAILING LIST.

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BRAZILIAN EXPORTS OF LIVE-STOCK PRODUCTS

TO THE ARTICLE on "Cattle-Raising in Brazil," by R. Weimer, published in our January number, we appended a few notes of a general character relative to conditions in that country. No late statistics on exports of meat and meat products were then available, and such figures as we had been able to dig up, copied from a French journal, we gave for what they might be worth. That they, as we suspected, were much too low is evidenced by a tabulated report which we have since received from the Bureau of Crop Estimates at Washington, and from which we quote the following extracts showing Brazilian exports of live stock and its products for the year 1919:

LIVE ANIMALS

	No. Head
Cattle	378,186
Sheep	3,924
Swine	325

MEAT AND MEAT PRODUCTS

	Pounds
Beef products—	
Beef, chilled and frozen.....	113,831,338
Fats and oils.....	20,245,303
Other	12,249,615
Total	146,326,256
Pork products—	
Pork, chilled and frozen.....	1,851,705
Fats and oils.....	44,154,179
Other	339,138
Total	46,345,022
Miscellaneous meat products.....	58,520,436
Grand total	251,191,714

HIDES AND WOOL

	Pounds
Cattle hides—	
Salted	94,439,226
Dried	29,125,427
Total	123,564,653
Wool	4,983,626

We may add that the population of the United States of Brazil, according to census returns published last month, is now about 31,000,000—an increase of approximately 10,000,000, or 48 per cent, since 1910. The capital, Rio de Janeiro, has 1,136,000 inhabitants. * * *

Early in September, 1922, an international exposition is to be opened at Rio de Janeiro, in celebration of the one-hundredth anniversary of Brazil's independence. Live-stock interests in the United States have under consideration a plan for sending a representative view herd of cattle and swine to Brazil on this occasion, the animals to be sold at the conclusion of the show. In this way, it is thought, trading in pure-bred stock with South America may be stimulated.

NEW BREEDS OF LIVE STOCK

NEW TYPES OF LIVE STOCK, believed to be more useful than some represented by present breeds, are being developed by the Department of Agriculture. Experiments in range-sheep breeding in Clark County, Idaho, have resulted in a type which has become so fixed as to warrant its classification as a breed. These sheep, known as Columbia sheep, are particularly adapted to range conditions, and are believed to be profitable both for mutton and for wool production.

A new type of American utility horse is rapidly being established, in co-operation with the state, at Buffalo, Wyoming. Characteristics of this type are activity, strength, endurance, and reasonable speed. The horses are believed to meet a demand for general farm and ranch work, for delivery purposes, and for certain classes of military service.

THE WOMAN'S CORNER

THE PRODUCER invites its women readers to send it contributions, ideas, suggestions for this department. Co-operate with us in making the "Corner" just what you want it to be. Address all communications to Editor Woman's Corner, THE PRODUCER, 515 Cooper Building, Denver, Colo.

HAVE A HOBBY

[Mabel Compton]

DO YOU BELIEVE IN HOBBIES, my dear?" someone asked. "You should. They are the most useful things imaginable. They keep you alive, sharpen your wits, unloose your tongue, kick up a little of the dust that has settled on your imagination. They start you seeing things, saying things, maybe even doing things. And it is good for you. Interest and enthusiasm are the best fountain-of-youth prescription ever written. A keen interest in one thing leads to another—most things being more or less related to other things, like links in an endless chain. And enthusiasm is sometimes the secret of bright eyes; of warm, vibrant voices; of flushed cheeks that don't wipe off on a coat."

Hobbies pay; not only in material profit, but in mental and moral gain. Little adventures into the by-paths of fields that interest us most take us away from self and the petty intrigues that self may lead to. It may be politics, or literature, or languages, or scribbling; or it may be only chickens. But the woman who has brought up a well-bred hobby or two along with her children has done better by the children and the chickens—as well as by herself.

MUSIC IN THE HOME

No one thing, perhaps, can be made more fruitful of profit and pleasure in the country home than a musical instrument of some kind. If some member of the family has even a little musical taste and talent, is within reach of a teacher, or will devote a little conscientious effort to the lessons that may be had by mail from correspondence schools, a piano, a violin, or a mandolin, as the case may be, is a wiser investment than appears on the surface and well worth even some sacrifice to obtain.

To the somewhat isolated child the instrument may be a source of companionship and pride, as his growing familiarity with it becomes, even in small measure, an accomplishment. The practice is good mental training, and will while away in an interesting manner many an otherwise tedious or lonely hour. The child who plays is more likely also to sing. Singing is a joyous and healthful exercise for children, even though to their elders it may often be just noise. A singing child does not mope or sulk, any more than a singing bird. A cheery song means a cheery spirit—for the time being, at least. Singing strengthens and develops the vocal cords, has a tendency to modify and

sweeten the speaking voice, and encourages deep breathing.

But even where there is no one to sing or play there is always the phonograph, which will bring the playing and singing of others to us at will. Its possibilities are limited mainly by our own taste and judgment. It is much better to choose the smallest and plainest instrument of standard make, rather than a large and showy cabinet, with little in it, at the same price. And, in selecting records, you will not regret passing by most of the popular ragtime things for the old favorites that you already know and love. A few good dance pieces are always welcome, of course, to the light-footed members of the family.

Music makes an atmosphere in the home that helps to keep the household "in tune."

SHOES AND SHOES

Why does a woman go into a shoe store time after time, year after year, and buy shoes that she knows very well will become instruments of torture and the means of actual deformity, so far as her feet are concerned? "Well," says one woman, "I should like a sensible shoe, with room for my toes and with low heels; but when I go into a store for

shoes, they have nothing to show but those narrow, pointed things—unless I want to take what is called an 'old ladies' shoe, or else a regular tramping-boot. Perhaps I want them for my best dress shoes, to wear with my new black silk or to dance in! So I try on a pair of the sharp-toed abominations, say with a sigh, 'Haven't you really anything better than that?' and take what I can get; the salesman assuring me, with a little impatience and a suggestion of amusement and superior knowledge in his attitude, that it is what everybody is wearing just now—the very latest. The shoes you want are not being made. There is no demand for them."

And there is a good deal of truth in her plaint. But why? Just because a good many others like her do just as she does—take what they are offered instead of demanding what they want.

If that one woman would go into several shoe stores every time she wanted a new pair of shoes, and go out again without making a purchase, she would not be told so often that there is no demand for a comfortable, round-toed shoe. And, if the many others like her would do the same, the necessary "demand" would soon be created. The women who want sensible shoes are greatly in the minority, of course. The majority frankly prefer the freaky lasts, because of "style and looks," having educated themselves to the idea that beauty can be made of deformity. The rest are divided between those who wear them "because everybody does," and those who "do not want to, but take what they can get."

American women are noted for their good style and taste in other matters of dress, but not for shoes. The French foot, ideally pretty as well as comfortable, may wear high heels and straps, but it demands round toes. It is a small, plump foot that has not been squeezed and pressed out long and thin, flat and shapeless. The American woman only defeats her own desire. The narrow, slim shoe today makes bulging bunions tomorrow. It is only a few years until her feet rebel against the persistent abuses, and she is then compelled to turn to the once despised "old ladies'" shoe for relief from pain.

And the American manufacturers say: "Why does she do it?" So don't salve your conscience with the idea that the manufacturers create the styles and are to blame. They do not—and are not. They make what they can sell—what we women ask for and buy. What is the use of insisting on round toes for our children? As soon as they outgrow No. 2's there are no more round toes, and their feet are jammed into some like mother's. It really is a pity.

MUTTON RECIPES

Roast Leg or Shoulder of Mutton

Sprinkle the meat with salt and pepper, place upon a rack in the baking-pan, and dredge with flour. Bake in a hot oven, basting frequently. Allow 20 minutes to the pound, unless the roast is very small. Reduce temperature sharply to moderate heat as soon as meat has become seared on outside.

Brown Gravy for Roast Mutton

In making gravy for roast mutton or any other roast meat, allow 2 level tablespoons of fat for each cup of gravy desired, pouring off any in excess of that amount. To the fat add 3 tablespoons of flour for each cup of gravy, and cook thoroughly, browning it, but being very careful not to burn it. Add boiling water or broth, and boil for a short time, stirring constantly. Add salt and pepper. The proportions are 2 tablespoons of fat, 3 of flour, and 1 cup of water or stock. If the flour is not browned, only 2 level tablespoons are needed for each cup.

Currant-Jelly Gravy

A gravy flavored and made acid with currant jelly is often served with roast mutton. To each cup of brown gravy made from the fat of roast mutton add a glass or less of currant jelly. The addition of currant jelly is especially suitable when cold mutton is to be warmed up in gravy.

Braised Breast of Mutton

1 breast mutton 1 lemon
Few slices bacon 1 onion
½ pint stock Salt

Line the bottom of a casserole or other earthenware baking-dish with a few thin

slices of bacon, lay the mutton on them and put over it the lemon, which has been peeled and cut into slices. Cover with 1 or 2 more slices of bacon, and add the stock and onion. Cover the dish. Cook slowly on the top of the stove or in the oven until the meat is tender.

Steamed Mutton and Rice

4 cups cooked or 1 cup raw rice Few drops onion juice
2 cups cooked mutton cut into small pieces 1 tablespoon chopped parsley
1 teaspoon salt ¼ cup bread crumbs
¼ teaspoon pepper 1 egg
Stock or water

Grease a mold or bowl of about 1½ quarts' capacity, and line with cooked rice. Heat the meat with the other ingredients, using stock enough to make a mixture that is moist, but will hold its shape. Pack the meat in the center of the mold and cover with the remaining rice; grease the cover of the mold (if a bowl is used, a plate will serve for a cover); steam or cook in water enough partly to cover the mold until the contents are thoroughly heated through. Turn it on a hot platter, and serve with tomato sauce.

LETTER-BOX

Leather stains on white stockings may be removed by water to which oxalic acid has been added—half an ounce of acid to a pint of water. Rinse, and repeat if necessary. Wash thoroughly afterward, or the acid will leave a stain of its own. Machine-oil stains should be rubbed with soap and cold soft water. If the water is

hard, soften with borax. Hot water will make the stains permanent. A blood stain should be soaked in cold salt water, then washed with warm water and soap. As soon as ink is spilled, saturate the spot with cream. After it has dried, wash with warm water and soap. Ink may be removed from a carpet by applying dry salt. As the salt is discolored, brush it off, and renew until the ink has disappeared. Soaking in a weak solution of chloride of lime for several hours will usually remove mildew from white articles. They should be washed and rinsed thoroughly afterward.—Mrs. A. L. W.

* * *

An alarm-clock may be good for several things besides waking one early in the morning. It is especially useful on baking day. With bread or cake in the oven, one may safely go about one's duties in other parts of the house, or lie down for a few minutes' rest, with the alarm-clock on watch to call one at the proper time. It is a good reminder also when there are several doses of medicine to be given some time apart.—E. T. S.

* * *

I received a tea-wagon a few weeks ago for a birthday gift. After I had found how many steps it could be made to save in kitchen and dining-room, I became so enthusiastic over its possibilities that I began to look about for additional uses for it in other parts of the house. And on sewing and laundry days I have found it very helpful. It is such a satisfaction to gather all the needfuls together and wheel them right up to the machine, with no running back and forth to do.—E. T. ALLEN.

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THE KIDS' CORRAL

THE STORY OF A VALENTINE

[Evaleen Stein]

GEORGE HOLMAN, who lived in Hazeldale, a little place in Ohio, was as brave and handsome a boy as one need wish to see; and the boys who lived on his street would have told you admiringly that he was the best fighter for blocks around. Nevertheless, with all his bravery, George had been conquered, though not in a fight. It was a little girl from New York who had done it. Her name was Caroline Brough. She was about George's age, and had visited in the neighborhood the summer before. She had long yellow curls, big blue eyes, and very pink cheeks; and George thought her the most beautiful creature in all the world, and would have gone through fire and water to serve her. As for Caroline, she was a vain, empty-headed little thing, and didn't care a rap for George—who probably would not have liked her either, had he known her better. But, as it was, he was her meek slave—and all his friends knew it; though not a boy dared open his mouth to tease him; that is, not after the thrashing which Jack Jones, from around the corner, had received when he had ventured to joke George about being "sweet on Caroline."

So George kept on being her slave in peace; and when February came he made up his mind to send her a Valentine. He saved up all his pennies, and when he marched boldly into the store to buy it, though at least three of the boys saw him going in, they were afraid to follow; for they still remembered Jack Jones and his thrashing. George could thus pick out the Valentine in peace also, and he took the greatest pains to select it. He settled at last on a marvel of lace paper that would pull up on little crimped supports and frame verses, sweet as sugar candy, printed in gold letters, and surrounded with red hearts and darts and fat little cupids, and gay flowers, and red and blue birds cooing and squeezing close together on blossoming boughs; and there were tiny tags that you pulled, and from under more lace paper, where they were cunningly hidden, would suddenly spring out more dazzling red hearts and darts and things. But, of course, you all know ex-

actly what a really-for-sure Valentine looks like, and George's was that kind.

He was very well satisfied with it, and even made bold to scrawl his initials on one corner of the back, hoping that Caroline might turn it over and guess who had sent it. Then he put it in the envelope, all humpy with a fancy border of raised flowers, and went to work to direct it. Now, George had no idea how to spell "Brough," which, absurdly enough, is pronounced *Bruff*. The truth is, he had not much idea of how to spell anything; and the phonetic way of reading, which you boys and girls learn, did not seem to make him understand that a name called "Bruff" might happen to be spelled in the same ridiculous way as "rough" or "enough." He had never seen Caroline's name written, and, of course, would not for worlds have asked anyone how; so he just directed the Valentine the easiest way he could, which was: "mis Caroline bruf new York." He did not think it mattered about not having her street number; for in Hazeldale folks always got their letters, whether with street numbers or not. Besides, he felt sure that a girl with such yellow curls and blue eyes and pink cheeks must be known to everybody in New York.

But when the precious Valentine reached the city, it did not seem so easy to the post-office clerks, wise as they are in such matters. First, they had much trouble reading the direction at all; for, if George was not strong in spelling, neither was he in writing. But at last they made it out; and then they had to discover whether there was a Caroline Bruf in New York; which, of course, there was, as in a big city there are people with all sorts of names.

The amount of it all was that the Valentine did not go to George's Caroline at all, but to a Caroline who lived in a tumble-down house in a poor part of the city. This Caroline did not have yellow curls and blue eyes, but black hair and big dark eyes, and her cheeks were white instead of pink. That was because for weeks and weeks she had been sick with a fever, which, though gone at last,

had left her very weak and thin, and not caring much whether she got well or not. Very likely you would not care either, if you had to lie in your bed, as she did, alone most of the day, while your mother was off working, and if you had nothing but a dingy room to look at and nobody to do pleasant things for you. No wonder poor Caroline's big eyes stared hopelessly about her and every day seemed to find her a little weaker than the day before.

But all that was changed after the Valentine came. I have not time here to tell you how amazed, how fairly wild with delight, she was when she opened the Wonderful Envelope and drew out that Marvelous Thing inside! Never in all her life had anybody sent her a Valentine; and now to think that somebody—she had no idea who, but *Somebody* cared for her like that! And, as she read the sugary verses, her eyes danced with joy. Of course, she saw the initials, and wondered and wondered who "g H" could be. Then she stood the lace-paper frames up on their crimped legs, and pulled out all the tiny tags, and admired the red hearts and darts and fat cupids and cooing birds on their flowery boughs, till she was simply beaming and entirely sure there never was anything half so perfectly beautiful. And from that minute she began to get better. Yes, she did; she was so tremendously pleased to think that somebody thought her beautiful and charming and everything nice, as the verses declared, that she wanted to become so really. And it was surprising how much good all this did her. Every day her cheeks grew rounder and pinker and her eyes brighter, till, by and by, she would have quite outshone that yellow-curl Caroline, could they have stood up together. When she went to school again, she studied so hard and was so good-natured that soon she was known as the brightest and best-liked pupil there. And always she kept the Valentine out on her table at home and called it her mascot, as everything seemed to have gone better with her after it came.

When Caroline's school days were over and she must earn her living, she decided to be a trained nurse. I believe most girls, at some time or another, decide to do this same thing, and imagine themselves wearing fetching white caps and aprons, and plumping up people's pillows, and reading poetry to them, and feeding them off fancy tea-sets with pink cups and embroidered napkins. But most of them change their minds when they hear that trained nurses must study hard books for at least three years, and learn to make thin gruel and how to coax cross sick folks to take horrid doses. But Caroline stuck to it, and had just finished the hard books, and learned all about the

gruel and horrid medicines, and bought a bran-new cap and apron, when the Great War started; and then, being a brave and patriotic girl, the first thing she did was to sail to France.

But how about George all this time? Of course, he had grown up, too; and, as he was brave and patriotic also (you know I told you what a good fighter he was), he too was one of the very first to get a khaki suit and rush off to France. "There!" you say. "We know now just how this story will end! George will be wounded, and Caroline nurses him; and they soon are sweethearts and get married, and live happily forever after! But then," you ask, "what about Caroline Brough?"

Pshaw! You needn't bother about her. She visited again in Hazeldale the summer after George sent the Valentine, and was so pert and conceited that he lost interest in her and soon forgot all about her. As for the rest of the story, you have guessed it exactly. Of course, that is the way it ends—how else could it? You would not want me to tell you that Caroline married the army bootblack, and George the old French woman who did his washing—would you? Certainly not. So, now, as you know the end of the story, there is not much more to tell, except that one day, after they were sweethearts, Caroline showed George the Valentine, which she had taken along as a mascot. As they spread it out between them, "Isn't it funny?" she said. "I never knew who sent it, but those initials are the same as yours!"

George, who had recognized the Valentine, looked a bit sheepish as he said: "It don't seem funny to me, for I sent it myself."

"What?" cried Caroline. "But you didn't know me then!"

"No," said George, "but you got it all right, didn't you?"

Caroline, who guessed the truth, asked no more; but they both laughed and took hold of hands, and perhaps they kissed each other—I wouldn't be surprised. The Valentine, as it lay between them, seemed to be laughing too, and its fat cupids to be saying, with a satisfied air: "My, my, wasn't it clever of us not to go to that other Caroline?"

Unequal Losses.—Frederick was sitting on the curb, crying, when Billy came along and asked him what was the matter.

"Oh, I feel so bad 'cause Major's dead—my nice old collie!" sobbed Frederick. "Shucks!" said Billy. "My grandmother's been dead a week, and you don't catch me crying."

Frederick gave his eyes and nose a swipe with his hand, and, looking up at Billy, sobbed despairingly:

"Yes, but you didn't raise your grandmother from a pup."—Harper's Magazine.

THE POETS' DEN

ROSE PERENNIAL

[Abbie Brown in *Contemporary Verse*]

The worn gray slab yet lies before
What once was a thrifty farmer's door;
Now roofless cellar and scattered stones
Show skeleton hopes with time-picked bones.
Here, backed against a crumbling wall,
Still blooms at bay, unpruned and tall,
A soil-disdaining moss-rose bush,
The delicate buds in faintest flush,
Clutched by the brambles and woodbine,
Whose envious fingers tear and twine.

There was the huge barn; here the yard,
Where the grim farmer labored hard
From dawn to dark, and never knew
A dream beyond the crops he grew,
The stock he raised, the silver store
Under the loose board in the floor.

To and fro, to and fro,
The feet of his little wife would go,
All day long and half the night,
Up a flight and down a flight,
Pantry to kitchen, pen to barn,
Cellar to garret, with loom of yarn;
In to the babies, out to the men,
Down to the pasture and back again.
Farms were never planned, you find,
To save the steps of womenkind.

One can trudge and drudge through a long
life's course,
If she discover a hidden source
To seek when the spirit is faint and dry.
Here was her rose-bush growing high,
That he never knew—for he never cared—
This was her joy no mortal shared.
Her hands were never too stiff or tired
To foster beauty the soul desired;
Never too worn the busy feet,
Never too dull the old heart's beat,
For a furtive trip to the little shrine
That made the moment a pause divine.

Here by the bush one glimpsed the hills,
Where forests crooned and ran free rills;
One breathed deep drafts from a wind-swept
sky,
Sunset, moon glow, mystery.

This was her rose-bush by the wall.
Gone is the farmer, farm and all—
The herd, the crops, the silver store.
The children grown return no more
To the hearth deserted, the loveless place,
Haunted by one enduring grace—
A dream of beauty torn with brier,
Clutched in vain as it clambers higher.

SUNSET HILL

[Ruth C. Mitchell in *McCall's*]

I have run away to my sunset hill
By the pretty path for the last mad time.
There's only the space of a breath to stay;
For the chapel bells begin to chime.

And my mother frets in the tower room,
Where the sly-eyed tiring women wait
With my bridal veil in their withered hands;
For His Lordship's coach is at the gate.

And His Lordship quickens his limping stride,
And the tiring women mouth and nod,
While my grandsire mumbles a wheezing
prayer:
"With our madcap maid a wife, please
God!"

Oh, sunset hill of the giddy glad days,
Have I scaled your crest in the last mad
climb?
There are cockle burrs in my bridal gown—
"But a man of fifty's in his prime!"

Or what if I'm taking the bramble path
On the secret side, by the haunted mill,
That leads away from His Lordship's coach?
The chapel chimes are warning and chill.

My mother pales as she watches the clock;
My grandsire shakes at His Lordship's
frown;
(But I told my lad that I dared not dare!)
Which way, which way, am I going down?

(He is brown and tall, and his eyes are
warm!)
Oh, sunset hill, speak out and say—
With my rare lace rent and my fair flesh
torn—
Is the bramble path the smoothest way?

DISILLUSIONED

[Dorothy in *Chicago Tribune*]

Vows are made for breaking;
Tears are in a kiss;
Love is a light moth—
Men have taught me this.

Passions hide their sharp claws
Slyly as a cat;
Men are best forgotten—
Life has taught me that.

Dreams are straying lambkins;
Truth is cruelty;
Life is rather dreary—
Time has proved to me!

SOUNDS OUT OF SORROW

[Edgar Lee Masters]

Of all sounds out of the soul of sorrow,
These I would hear no more:
The cry of a new-born child at midnight;
The sound of a closing door,

That hushes the echo of departing feet
When the loneliness of the room
Is haunted with the silence
Of a dead God's tomb;

The songs of robins at the white dawn,
Since I may never see
The eyes they waked in the April
Now gone from me;

Music into whose essence entered
The soul of an hour—
A face, a voice, the touch of a hand,
The scent of a flower.

THE SPICE BOX

Lost Treasure.—Out in the wilds of No Man's Land the lieutenant on patrol encountered a dusky private anxiously searching the ground on hands and knees.

"Here, you!" he demanded gruffly. "What the devil are you doing out here?"

"Suh," replied the darky with tears in his eyes, "Ah's lookin' fo' mah buddy's hand what got shot off heah."

"Oh, I'm sorry," exclaimed the officer, touched at such a friendship. "But that's no use, you know. His hand will never do him any good now."

"No, suh, 'tain't dat. But when it got shot off it done had mah bes' pair ob dice in it."—American Legion Weekly.

Giving the Cook Away.—"What makes dinner so late today, sonny?" asked the summer boarder at the place where only home-grown food was served.

"Mother lost the can-opener," replied the landlord's boy.—Boston Transcript.

Might Need an X-Ray.—PROUD MOTHER—"Do you detect any signs of genius in my daughter, professor?"

PROFESSOR (coldly)—"Madam, I am not a detective."—London Answers.

Had Him There.—HUBBY—"Didn't some idiot propose to you before our marriage?"

WIFEY—"Certainly."

HUBBY—"Then you ought to have married him!"

WIFEY—"I did."—Utica Globe.

Father's Advice.—"Well," cried Mrs. Henpeck, "our son is engaged to be married. We will write to the dear lad and congratulate him."

Mr. Henpeck agreed (he dared not do otherwise, and his wife picked up her pen).

"My darling boy," read the son, "what glorious news! Your father and I rejoice in your happiness. It has long been our greatest wish that you should marry some good woman. A good woman is heaven's most precious gift to man. She brings out all the best in him and helps him to suppress all that is evil."

Then there was a postscript in a different handwriting:

"Your mother has gone for a stamp. Keep single, you young noodle!"—London Tit-Bits.

By Special Delivery.—"What are you cutting out of the paper?"

"About a man getting a divorce because his wife went through his pockets."

"What are you going to do with it?"

"Put it in my pocket."—American Legion Weekly.

The Obstacle.—SHE—"While I appreciate the honor of your proposal of marriage, circumstances beyond my control compel me to decline."

HE—"What are those circumstances?"

SHE—"Yours."—Overhere Digest (Minneapolis).

He Wasn't a Cockney.—"Oh, my!" she exclaimed impatiently. "We'll be sure to miss the first act. We've been waiting a good many minutes for that mother of mine."

"Hours, I should say," he replied, rather tartly.

"Ours?" she cried joyfully. "Oh, George, this is so sudden!"—Exchange.

Who's Who?—Two gentlemen, both far overtaken by alcoholic stimulant, were seen under a lamp-post on a street corner, clinging to each other for support. As a spectator passed them, he overheard the following dialogue, carried on in somewhat sibilant accents:

No. 1—"Do you know Bill Talbot?"

No. 2 (after a moment's reflection)—"No; whuzziz name?"

No. 1—"Who?"—Saturday Evening Post.

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